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The ECSC Faces Its Problems

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Foreign Commerce Weekly

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A Management Checklist For Overseas Business

By Walter W. Brudno

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Dallas, Texas

In the protection of industrial property rights—such as patents, trademarks, and designs—international and foreign law questions arise even when the owner is not engaged in foreign trade or investment.

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1. Patents

The Convention of the Union of Paris (of which the U.S. and approximately 50 other countries are signatories) affords a 1-year priority for filing in the member countries, running from the time of U.S. filing. In many countries, however, publication or use in the U.S. before filing with the U.S. Patent Office renders invalid any subsequent filing in the foreign country. Thus, even before deciding whether to file in the U.S. Patent Office, it must be determined whether to permit its publication or public use.

At an invention's inception, the question immediately arises: Should foreign patents be applied for and, if so, in what countries? Applications may be desirable to protect against foreign competition in existing or prospective export markets, or to safeguard subsequent exploitation of the invention in foreign countries through licensing, manufacture, or export of the patented product.

This question then focuses consideration on these points:

- Evaluation of prospective foreign exploitation.
- Areas of prospective exploitation.
- Cost of foreign registration, including payment of annual fees to keep the patent in force.
- Requirements that the patent be worked within a designated period.
- Compulsory licensing requirements.

In considering the laws of a particular country, determine whether only publication or public use in that country will bar subsequent filing or whether publication or use anywhere will constitute such a bar. Even though publication or use in the particular country is the only bar, it cannot be assumed that mere publication in the U.S. will not prevent valid filing in the foreign country, since generally, if copies of the U.S. publication have been distributed to any extent in another country, it will be deemed to have been published there.

Since a patent does not usually issue in the U.S. until several years after filing of the application, it is generally not possible to obtain patent protection abroad once the U.S. patent has issued; however, even then, investigation may disclose that the law of the particular country of interest permits filing of a confirmation patent, if there has been no use of the patent in the country.

The foreign patent inquiry must also consider:

- What types of inventions are patentable?
- Can processes be patented in addition to or in lieu of a patent of the product itself (particularly chemicals and pharmaceuticals)?
- Are petty patents available at lower cost (though for a shorter term)?
- May design patents be issued?
- If a country's law provides for issuance of design patents, will use of the particular design in some other country that is a party to the Madrid Convention (of which the U.S. is not a signatory) impair the validity of a registered design patent?

2. Trademarks

The U.S. is the only country of commercial importance that requires use of a trademark before registration; in few other countries does use without registration confer a measure of protection. Although trademark registration in a country that is a member of the Madrid Convention confers automatic protection in all other countries of the Convention, a U.S. trademark owner does not receive this protection.

The Convention of Paris merely confers a 6-months priority for registration of a U.S.-registered trademark in its member countries and is, therefore, of little value. In many countries, particularly in Latin America, it is not uncommon for a well-known U.S. trademark to be "pirated" simply by being registered by anyone. Then the trademark's origin-

(*Continued on page 994*)

'E' WINNERS AT CAPITOL: Six American firms were presented with "E-for-Export" excellence awards during ceremonies last week in the Senate Caucus Room on Capitol Hill. The awards went to the Advance Engineering Co., Minneapolis, Minn.; W. G. Hunt & Co., Laurinburg, N. C.; Key Equipment Co., Inc., Milton-Freewater, Ore.; Key Pharmaceuticals, Inc., Miami, Fla.; Meat Packers Equipment Co., Oakland, Calif.; and Teknis, Inc., Plainville, Mass. Presenting the awards, in middle row, right to left, were John A. Horne, Administrator of the Small Business Administration; Sen. John J. Sparkman, Chairman of the Senate Small Business Committee, and Secretary of Commerce Luther H. Hodges.

Ohio Firm Wins 35th 'E' Award

The Alliance Machine Co. of Alliance, Ohio, last week became the 35th American recipient of the coveted President's "E" for export excellence.

Ohio's Governor Michael V. DiSalle conferred the award on Alliance, citing the firm's "significant contributions to the export expansion program of the United States."

Alliance, a 60-year-old producer of handling equipment for steel mills, entered the export field in 1956. On the basis of competitive hustle and advanced design, the firm has supplied newly integrated mills in Venezuela, Brazil and Argentina, and has achieved sales successes in Italy, Chile, the United Kingdom, West Germany, Japan and France.

The firm was selected for the award by Secretary of Commerce Luther H. Hodges from among several hundred "E" applicants still under consideration.

Coal and Steel Community Sees Lower Growth Rate

The European Coal and Steel Community, approaching the end of its first decade of existence, expects some tailing off in its recent high rate of steel production increase.

The ECSC coal production facilities are facing many of the same problems as the U.S. coal industry, as well as some of their own.

The recently published 10th General Report to the ECSC's High Authority makes these observations about the future while recording a generally rosy picture of past accomplishments.

The Coal and Steel Community was formed in 1952 to integrate these industries of France, Germany, Italy, and the Benelux countries.

Since that time, the ECSC has been instrumental in promoting:

- An increase in total steel production by 75%.
- Stabilization of coal production with greatly increased productivity.
- The abolition of customs duties, import quotas, and other restrictions on trade in coal and steel within the ECSC.
- Establishment of mandatory price publication, enforcement of prohibitions on price discrimination and other artificial restraints on trade within the Common Market area.
- Productive investment through loans and technical advice.

The ECSC in the immediate future faces a number of new challenges.

The United Kingdom and Denmark

(Continued on page 995)

A Management Checklist For Overseas Business

(*Continued from cover page 2*)

ator is powerless to use it in that country without obtaining a license or grant from the registered owner.

These examples underline the importance of considering in the early stages whether a trademark should be registered in a number of foreign countries and, particularly, in those countries in which the U.S. trademark owner contemplates selling his product. Once a trademark has been registered in other countries, it is necessary to determine whether use of the mark is required in order to maintain it in force. In some countries, a third party can claim that nonuse for a specified period constitutes abandonment, and in others nonuse for a relatively short period will render the trademark unenforceable.

Where a trademark is licensed to foreign users, these questions arise:

- Should a mechanism of quality maintenance be provided, either to protect the validity of the mark or to protect its uniform acceptability in the market?
- Does the law of the licensee's country, or the country in which he is licensed to use the mark, require his registration as a "registered user" in order to maintain the validity of the mark and to prevent acquisition of ownership rights therein by the licensee?
- Should the mark be registered in the name of the licensee, or in the name of a foreign subsidiary of the American owner, or in the name of the American owner? Generally, only registration in the American owner's name is suitable. Any other course may result in the inability to recover the right to use the trademark—if, for example, the licensing arrangement is terminated or the registered owner's business is sold.

3. *Trade Secrets*

The laws of foreign countries are no more satisfactory than those of the U.S. regarding trade secrets. Therefore, entering a patent-licensing and technical-assistance arrangement requires serious consideration of the licensee's integrity and the licensor's competitive position once the agreement has terminated or expired. Frequently an initially attractive technical-assistance agreement results in virtual exclusion of the American party from exploitation of his technology in the foreign market and in the creation of a strong competitor within the domestic market.

Investment in many foreign countries, particularly the less-developed ones, is subject to a wide variety of controls and prohibitions. A particular investment may be precluded by inability to obtain an exchange license or specific investment approval from either the exchange-control authorities or one or more of the ministries concerned.

In contemplating investment in a particular country, determine whether any absolute restrictions exist on ownership by foreigners of the enterprise or of property necessary to the enterprise. For example, in many countries real property cannot be owned by foreigners, or real properties situated within certain restricted areas may not be foreign-owned, or certain industries (such as communications, public utilities, transportation, and mineral extraction) are reserved exclusively for domestically controlled enterprises or for the state.

Operation of a government-owned enterprise or prospective entry of the government into the field may be a deterrent, since competition with the government may become a practical impossibility if the various administrative agencies with which the business must deal are hostile in granting import licenses, manufacturing licenses, work permits for foreign personnel, and export licenses. Even in the absence of actual or threatened government competition, such extralegal deterrents must be taken into account, since if the particular enterprise or its owners are in disfavor, either because of national economic objectives or for personal reasons, extralegal pressures may render the venture uneconomic or impossible.

Investment Incentives

Many countries have adopted legal mechanisms for encouraging desired economic development and for attracting foreign capital. Even in highly industrialized countries, some incentives are provided for location of industry in particular areas that need economic stimulation or to which the country may desire to direct new industry under a program of industrial decentralization.

1. *Tax*

Investment incentives take many forms. One form is tax incentives, which may include any of the following:

- Complete income-tax exemption for an extended period.
- Reduction of the income tax by a designated percentage of the normal liability.
- Extra depreciation or accelerated depreciation.
- Freedom from local ad valorem or other assessments.
- Exemption from duty on essential imports.
- Exemption from a tax on dividends.
- Exemption from indirect taxes.
- Exemption of technical personnel from the personal income tax.

Not infrequently, the value of the tax concessions offered is deceptive, if not considered in the light of the overall tax system. For example, an income-tax reduction that is deductible from income subject to excess-profits tax may automatically increase the excess-profits tax and reduce the value of the concession materially. Accelerated or additional depreciation during the early years of the venture will be of little value to a venture that will take a number of years to become profitable, unless the unused depreciation can be carried forward to the profitable years.

2. *Financial*

Use of the monetary system to provide investment incentives may include admitting investment at a favorable rate of exchange, granting exchange licenses that would not otherwise be available, and guaranteeing return of interest, dividends, or capital. Usually, provisions regarding exchange are not adequate to guarantee against all risk of exchange loss, and it is desirable to supplement the host government's exchange concessions with protective devices of one's own.

In the area of financial incentives, the government or a local subdivision may construct a plant to the investor's specifications and lease it to the investor for a long period at low rental, may make direct loans at a low rate of interest for acquisition of capital facilities, or may absorb a portion of the interest payable to private financial institutions. In addition, some investment laws provide for training of unskilled personnel at government expense and provision of utilities, roads, and sewers without cost to the investor.

3. *General Considerations*

Generally, procurement of any of these concessions involves negotiation with one or more government agencies, and the published concessions may be difficult to obtain without careful bargaining and a showing of extraordinary benefit to the local economy. Often concessions described during the early stages of negotiations will be circumscribed with undisclosed conditions when the final arrangements are made. If a substantial investment has been made before all concessions are agreed upon, those not yet crystalized may be unavailable.

In evaluating concessions, investigate the experience of ventures already established in the country. Generally, the concessions' superficial attractiveness is greatest where the economic feasibility is least.

(*Continued next week.*)

ECSC . . .

(Continued from page 993)

have already applied for membership and other applications are expected if the U.K. negotiations with both the Common Market and the Coal and Steel Community progress in a satisfactofiry manner.

British accession would make the ECSC one of the world's largest producers of coal and steel, exceeding the U.S. in both products.

However, the Community does not expect the recent very high rate of increase in steel production to continue. Steel capacity has almost caught up with demand in most lines and investment in new plants may taper off.

Coal output has declined and the outlook for future coal production is problematical.

Coal Mines Becoming Obsolete

Many of Western Europe's mines are becoming obsolete and competition from coal imports and oil is growing. A "common energy policy" to map future energy requirements and to alleviate dislocations caused by the shift from coal is advocated by the ECSC as well as the EEC and Eurotom, the other two European Communities.

The year 1961 marked the emergence of a new type of market balance in steel.

For the last 10 years blast furnace and steelworks production capacity has had great difficulty in keeping pace with demand.

Now, however, new plant capacity is expanding at about the same rate as demand. In addition, large amounts of steel may be readily imported from countries such as Japan, the United States, and Eastern Europe. The report notes that competition from American steel products is lessened by high U.S. export prices for a number of products. Also limiting sales from the United States is the large and diversified steel production and large export potential of ECSC countries.

Total 1961 crude steel production in the Coal and Steel Community was 73.3 million metric tons, an increase of less than 1% over the previous year. The Federal Republic of Germany was the major producer, with 33.5 million metric tons, followed by France with 17.6 million tons, Benelux with 13.1 million tons and Italy with 9.1 million tons.

Contributing to the slackening of steel production growth was a falling off in new orders within the Community. At the end of 1961 there was only a 2-2½ month backlog of orders, while there had been a 4-month backlog several years earlier.

The High Authority of the ECSC nevertheless sees little likelihood of an imbalance between supply and demand in the next several years, with the possible exception of flat products, where overcapacity may appear.

NEWEST U.S. TRADE CENTER: The U.S. Trade Center in Frankfurt, West Germany, in the heart of the Common Market, will occupy the ground floor of this new complex of offices and showrooms in downtown Frankfurt. Called Zurich Haus, the complex is located at Opernplatz 1, in a rapidly developing commercial area. The 10,000-sq.-ft. Trade Center will open in the fall. Announcement of its first product theme will be made within a month. In-depth market studies already are under way.

The year 1961 also saw a slight decline in Community steel exports, while internal trade continued to increase.

However, by 1965, Community exports are projected to rise to 13 million metric tons of crude steel equivalent, 2.5 million tons above 1961, but continuing at about 14% of production.

By 1965 the current six members of the ECSC expect to achieve an annual production rate of 89 million tons, an increase of about 23% over 1961 (and almost 100% over 1952).

The prediction is predicated on continuing high prosperity in Western Europe and on a GNP growth rate of about 4.7% a year.

Technical developments resulting in expanded capacity and productivity have caused a continued high rate of growth in the steel industry, despite a great decline in manpower reserves.

Competition lowered steel price levels within the Community in 1961, narrowing the considerable price spread among various producers.

Total Community steel investment for the 8 years from 1954 through 1961 is estimated at $5.6 billion, of which about $1.3 billion was invested in 1961.

Major expansion in 1961 was registered in rolling-mill capacity (46% of total capital expenditure) and in oxygen-blown steelworks. Oxygen-blown steel is expected to be a major component of total production by 1965.

ECSC mines supplied 87 million metric tons of the iron ore consumed in 1960, with imports amounting to 32 million tons.

By 1965 the Community mines will supply an estimated 102 million tons with 39.7 million tons coming from abroad.

These estimates do not consider the possible accession of the U.K. and others to the Coal and Steel Community.

The European coal industry faces many of the same problems as its U.S. counterpart as well as some special difficulties of its own, and appears generally unhealthy.

Total coal production in the Community declined about 13% between 1956 and 1961—from 249 million metric tons in 1956 to 230 million metric tons last year.

Germany, France and Belgium all registered significant losses. However, Germany continued its predominance, producing about two-thirds of the ECSC's total production—or 143 million metric tons—in 1961.

The 1.7% drop in production in 1961 is expected to be repeated in 1962.

Of possible greater overall significance, however, is the drop in total energy within the Community being supplied by coal—from about 70% in 1955 to around 50% in 1961.

During that time 100 coal mines have

(Continued on page 1018)

BRIEFS ON WORLD COMMERCE

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

DEPARTMENTS

Commodity News	1023
Economic Conditions Abroad	1025
Foreign Government Actions	1030
Investment Opportunities	1020
Transportation and Utilities	1019
U.S. Government Actions	1033
World Trade Leads	1000

- ARGENTINA—Government-approved foreign investment proposals in first quarter 1962 totaled equivalent of $55,631,726. Principal proposal, for installation of aluminum reduction plant by Reynolds International, amounted to $42,716,000.

  Foreign Ministry announces renunciation of bilateral trade treaty with Soviet Union.

- AUSTRALIA—Wool exports for 8 months ending February 1962 valued at nearly $568 million, or 18% more than in corresponding period of last financial year. Greater quantities were exported, higher prices were received. Japan remained Australia's best customer, taking 35% of exports; purchases by Mainland China nearly tripled, to 3.6%.

  First National Bank of Boston has financial interest in the proprietary firm, International Factors (Australia) Pty., Ltd., formed recently with $562,000 capital to provide for purchase of debts, assumption of credit risks, collection, accounting, market advice and direct financing. Along with this firm, there are 4 public companies in factoring operations on full-time basis. Technique of factoring, almost unknown here 4 years ago, growing rapidly as short-term financing method.

- BAHAMAS—Nassau Harbour Club Marina and Yacht Basin, New Providence, is designated landing place for customs purposes.

- BELGIUM—Economic Affairs Ministry estimates 1961 industrial production rose 10.3% above 1960, to 530.8 billion francs ($10.6 billion), 39.6% of which was exported.

  ECSC High Authority approval given for construction of Sidemar steel plant at Selzate on the Ghent-Terneuzen canal. Plans and construction to proceed without further delay.

  ECSC High Authority has ordered Belgium to curtail powers of new Coal Directorate. Price fixing, marketing controls, and regulation of production found inconsistent with ECSC Treaty.

  35th International Fair of Brussels opened Apr. 27. For first time in many years, it included information center promoting U.S. trade and tourism.

  January-April steel production reached 2,427,000 tons, 11.9% above comparable 1960 period. Both imports and exports in March set records with imports reaching 18.4 billion francs ($368 million) and exports 18.8 billion ($376 million). Slight 0.5 billion-franc ($10-million) deficit trade balance considerably below 1.5 billion ($30 million) monthly average in 1961. Machinery imports exceptionally high.

- BOLIVIA—Government, after 3 years, gives up operation of Bolivian Railway Co. and returns it to former British owners under 2-year contract, aided by $2,750,000 U.S. and $750,000 British grants. As leading carrier of Brazil's only major export, tin ore, line is vital to economy. Losses under Government operation totaled about $3,000,000 a year; roadbed and rolling stock had deteriorated, and complete stoppage was threatened.

- BRAZIL—Foreign Ministers of Brazil and Poland to establish study group on ways of increasing trade between their countries. Possible exports from Poland to Brazil include 200,000 kw thermoelectric plant, equipment for coal mining and processing, equipment for agricultural machinery manufacture and sulphuric acid plant.

  Yugoslav Foreign Minister Koca Popovic and Brazilian Foreign Minister Francisco Santiago Dantas reportedly failed to work out new commercial and payments agreement during the former's recent official 3-day visit to Rio de Janeiro. Joint communique says Brazilian economic mission will renew talks in Yugoslavia later this year.

  Annual production of 5,000 metric tons of potassium chloride, 60,000 tons of gypsum and 45,000 tons of magnesium hydroxide and oxide is reportedly planned in State of Rio Grande do Norte by Companhia Comercio e Navegacao.

- CHILE—Congress expected to move slowly on legislation calling for re-establishing Chilean Consuls' visaing of international shipping documents and collection of established consular fees, reverting to practice under previous exchange-control regime.

  Steamship conferences on routes between Chile and U.S. ports announce postponement until June 18 of 15% surcharge on southbound cargo, giving Government time to study list of port improvements suggested by shipowners association, Camara Maritima de Chile. If government can effectuate suggested improvements, shipping conferences are expected to reconsider surcharge and possibly revoke it.

- COLOMBIA—Stringent measures taken in recent weeks to curb expected 1962 243 million-pesos (about $28 million) budget deficit, including 30% cutback in remaining 1962 expenditures for all existing development projects. Ban also imposed on new projects for same period.

- CONGO, REPUBLIC OF (Leopoldville)—United Nations has transferred to Monetary Council $10 million of $18 million aid promised earlier this year. Contributed by U.S., this money must be used to purchase American goods and services.

  U.S. has made available to Congo another $3.9 million worth of agricultural commodities under Title I, PL-480, supplementing $7.5 million worth offered for purchase in November 1961.

- ETHIOPIA—Local press estimates 1962 exportable coffee crop at about 55,000 metric tons.

- FRANCE—International Harvester, now supplying half of country's binder twine, to build $3 million binder twine factory at Croix (near Lille) to replace old plant there.

  Firestone's synthetic rubber plant at Port-Jerome in operation with 130 employees. Buildings occupy 6 acres of 12-acre tract. Annual production to be 15,000 tons, 20% of France's synthetic rubber needs. Plant is the only one outside the U.S. producing the new diene synthetic rubber.

  Sylvania Electric Products and France's Pechiney in 5-year agreement for patent exchange involving refracting metals mainly for jet motors, rockets and missiles. Each firm to market, in own country, metal products produced by partner company.

  Halliburton Tool Co. of Duncan, Okla., has opened Halliburton-France in Paris to sell, buy, manufacture and conduct research on material and products used in oil, gas and water production.

  Hoover plans centralization of Common Market operations through Swiss subsidiary, Hoover SA, which is acquiring land for a factory near Dijon.

  Monsanto Chemical Co. to obtain 100% control of Monsanto-Boussois, large polystyrene producer, by exchanging 57,752 Monsanto shares for Glace de Boussois's 50% holding.

Association of French Manufacturers of Electronic Material reportedly agrees to buy and distribute through Association members total import quota granted recently to Japan for transistors, television sets, and components. Arrangement aimed at preventing Japanese from concentrating quota in one sector and possibly disrupting French domestic market.

- GERMANY—Locomotive Export Union is established by two leading German locomotive manufacturers, Freidrich Krupp Maschinenfabrik, Essen, and Krauss-Maffei A.G., Muenchen-Allach, to combine technical knowledge and experience in developing standard types of locomotives for export outside Common Market. Union already has order from Burma state railroads for 28 Diesel-hydraulic locomotives of 1,500 hp each.

- GHANA--Ghana is first country to ratify Cocoa Producers Alliance articles of association. Alliance seeks good prices for cocoa.

  Soviet Union and Ghana to make complete geological survey of Northern Ghana. Survey will take 3-4 years.

- ISRAEL—Contract for expanding Dead Sea potash evaporation pans awarded to Construction Aggregates Corp. of Chicago, reports Dead Sea Works Ltd. Work to last more than 3 years and involve about 28 miles of dike construction in length to enclose area of some 62 square miles.

- ITALY—Chamber of Deputies has passed 400 billion lire ($640 million) 15-year Sardinian Rebirth Plan, with provision of subsidies of up to 40% of fixed capital investment in new plants or in plant expansion, including buildings, machinery and equipment, road and railroad spurs, water and power connections, etc.

  Bethlehem Steel Export Corp. reportedly signs contract with Italian company SASSIM (Company for Crossing Straits and for Industrial Development of South) for projected bridge across Straits of Messina. Ministry of Public Works says bidding to open as soon as technical study is completed.

  First National City Bank of New York authorized to open Milan branch according to Italian Treasury Ministry decree.

- JAMAICA—Specific import license now required for envelope imports, effective from May 3, 1962.

  Total tourist arrivals first quarter 1962 reported up 8.5% over comparable period 1961.

- LIBYA—Record level of 2,139,975 barrels of petroleum exports attained in March 1962, all from Esso Standard (Libya) oil field. February level was 1,414,452 barrels.

- MEXICO—Electric Autolite Co., Toledo, O., has licensed Mexico City firm, Bujias Mexicanas S.A. de C.V., to manufacture spark plugs for the Mexican market beginning in late 1962.

- MOROCCO—Two American-British consortiums, KOPPER-AEI group and International General Electric (IGE), studying proposed steel mill project for Morocco.

  Economic regeneration of Tangiers major factor in decision to establish summer capital there from July 5 to Sept. 10.

- NIGERIA--Nigeria's excess of imports over exports increased in 1961 over the previous year, according to figures released by Federal Ministry of Information. The gap stood at approximately $135.8 million in 1961 as against some $129.1 million for 1960.

  Federal Minister of Commerce and Industry announces an $111 million sugar industry to be established at Bacita in Ilorin Province of Northern Nigeria as joint venture by all governments of Federation. Site is 6,500 acres in Fadawa

swamp area where sugar will be grown. Initial production capacity to be 30,000 tons of white sugar a year by 1964—about 50% of present Nigerian consumption.

Work on $18-million Lagos wharf extension plan to start in October. Wharf to provide Lagos with 4 more berths, 4 transit sheds and 2 warehouses. Additional rail facilities planned to cover extension to be served by 12 new electrical cranes costing about $400,000. New berths to be ready for use by early 1966.

- PAKISTAN—East Pakistan Industrial Development Corporation (EPIDC) announces plans to establish insecticide and pesticide factory at Chandragona and a DDT factory at Khulna.

  Government has sanctioned establishment of Willys jeep assembly plant at Karachi. Foreign exchange component of initial $1-million investment to be obtained through loan from Pakistan Industrial Credit and Investment Corporation (PICIC). Plant to have capacity to assemble 1,400 jeeps, 250 jeep station wagons and 350 Willys pick-ups per year.

  Proposal for setting up 23 new industrial units in Multan Province involving $1.5 million in foreign exchange, has been approved by the Directorate of Industries.

  British firm gets $71,400 contract for equipment for 27 stations in flood warning system to be established under Indus Basin Settlement Plan. Four other stations to be built in India.

  New 100-kilowatt medium-wave transmitter in operation in Chittagong, installed by Gates Co. of U.S. as part of over-all program to improve radio communication facilities in both provinces initiated under first 5-Year Plan and continued under second.

  Pakistan Industrial Credit and Investment Corporation (PICIC) has sanctioned $60.7 million in loans for 257 medium- and small-scale industries Jan. 1, 1958-Apr. 30, 1962. Corporation to provide $157.5 million out of total foreign currency investment of $430.5 million in private sector during Second 5-Year Plan.

- PARAGUAY—State meat monopoly, Corporacion Paraguaya de Carnes (COPACAR), seeks bids opening Sept. 15 for construction of modern slaughterhouse near Asuncion.

  Available raw materials will allow production of estimated 5,300 metric tons of edible oils in 1962 "zafra" which began in May. Of this figure, 2,500 tons would be coco oil, 2,000 cottonseed oil, and 800 peanut oil.

- PERU—Government has approved contract with Japanese firms Mitsui & Co., Ltd., and Electric Power Development Co., Ltd. for first stage of an irrigation and electrification development project in Department of Tacna. Mitsui will lend up to $36 million for equipment, machinery, materials and construction work; other company will extend credit of up to $3.5 million for engineering services and supervision of construction work.

- SWITZERLAND—Watch industry exports (97% of total production) increased from $62 million in first 3 months 1961 to $72 million in like period of 1962. Watch industry surpassed only by machine and metals industry in first-quarter exports.

- VIET NAM—Applicability of 25-piaster-per-dollar defense surtax placed on imports Jan. 1, 1962 is clarified as follows: Goods imported and taken out of the Port of Commerce and private bonded warehouses on or after Jan. 1 are subject to surtax; merchandise for which customs declaration was filed and settled prior to that date is exempt, but will be liable to duties, and import taxes in effect prior to Jan. 1.

  Importation of following types textiles prohibited by the Department of National Economy: chantenyl 100% nylon, spun rayon gingham, Scotch zephyr, and mercerized cotton dyed twill, according to Viet-Nam Press reports of May 4.

11 Foreign Governments Seek Bids

China, Sulfur, Cables, Machine Tools, Dredging Equipment, Vitamins Wanted

SEVERAL foreign governments, through their authorized procurement agencies, invite U.S. suppliers to bid on a wide variety of goods. Bidding instructions, specifications, and other pertinent data are available on items indicated by a star (★).

Material may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-2381. When requesting information, state date of magazine in which bid invitation was announced, as well as item, tender number, purchasing agency, and country.

Burma

White, glazed **vitreous china,** including 100,000 wall tiles, plain 4 x 4 in. sq. straight edge ¼ in. thick; 50,000 **floor tiles,** plain 4 x 4 in. sq., straight edge ⅜ in. thick; 7,000 each of bottom and top molded convex **capping tile** 4 x 1½ in.; 5,000 each of external and internal corner concave angle **capping tile** 4 x 1½ in.; 2,000 each of external top and bottom corner convex **angle bead** 1½ x 1½ in.; 2,000 each of internal top and bottom corner concave **angle bead** 1½ x 1½ in.; tender DPES.43/62, June 15. Office of Director of Procurement, Ministry of Defense, Government of the Union of Burma, Rangoon.★

Ceylon

Bogie **hopper wagons** with automatic couplers, 35; **carriage bogies,** 60; **carriage underframes,** 13; June 27. Chairman, Tender Board, Ministry of Transport & Works, P.O. Box 547, Colombo. Copies of conditions of tender available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C. Drawings available through Embassy of Ceylon for $21, ref. 193/112.★

Manila rope, 3-strand, in coils of 120 fathoms each, 15 sizes ranging from ½-14 in., 1,541 coils; July 31. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★

Sulfur, 180 tons, suitable for burning in rotary type burner with dry sulfur feed, packed in new jute bags or multiple kraft sacks; 25 tons to be delivered immediately, balance in equal installments of 25 tons monthly; June 12. Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo.★

Greece

Telephone cables, various, estimated value $3 million; tender 5910, July 3.

Submarine telegraphic cable, 7 nautical miles of coastal type, 40 nautical miles of deep sea type, estimated value $64,000; tender 5955, July 5.

Wall type **distributing frames,** main and intermediate, for telephone exchanges, 250; **solder tag strips,** 2 x 22 pt., 1,250; **test plugs** with cord and terminal bar for testing via fuse strips of MDF type, 250; **heat coils** of 0.50 a., 2,500; estimated value $16,000; tender 5944, June 28.

Cables, 95,000 m. various in pairs from 1 to 50 with 0.6 mm. copper conductors, .04 mm. PVC insulation, ground wire 0.6 mm.; 1 layer **metalized paper** or metalic foil, gray PVC-sheath, estimated value $21,000; tender 5967, July 4.

Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens. Should any of these tenders be awarded a U.S. firm, procurement will be charged against an AID Procurement Authorization.★

Hong Kong

Galvanized **steel water pipe fittings:** 6,500 long screws, 3,200 sockets, 950 plugs, 21,150 bends, 200 elbows, 1,260 tees; ref. stores C/52/9/62, before noon June 8. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★

India

Machine tools, including pipe bending, milling and boring machines; sliding, surfacing, screw cutting **lathes;** copy turning **lathes,** spiral **electric plower, gear hobbing machine;** tender HE/BPL/GT/MT/62/27, Aug. 7; I.S.M. ref. D/Enq/460; price of tender $10.50.

Manufacturing equipment, including magnetic crack detector, gear testing machines, electric furnaces; tender HE/BPL/GT/MFG/62/15, July 15; I.S.M. ref. D/Enq/461; price of tender $3.15.

Executive Engineer (GT), Heavy Electricals (India), Ltd., Works Canteen 2, Piplani, Bhopal, M.P. Tender papers available for price indicated from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. (use I.S.M. ref.).

Antenna changeover switches complete with mounting frames, accessories, 84 alternatively 160; **horizontal interconnections** between banks of switches, 6 sets alternatively 12 sets; **blank frames** complete with required link rods, support insulators to replace any unwanted switch, 25 alternatively 50; **feed-through arrangements,** 16 sets alternatively 26 sets; **copper tube jumpers** for interconnections between switches and feed-through insulators, 34 sets alternatively 43 sets; air spec. XTE-144, July 9. All India Radio, Planning & Development Unit, New Delhi. Tender forms including specifications available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Ref.: SE-509/M.

Buffer casing, side buffers, couplers hook end, coupler yoke end, head stock tab casting, draft casting, buffer plunger, axle boxes body, axle boxes cast steel; tender SR1/Steel Casting/Global/III, 2:30 p.m. (I.S.T.) June 26. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender Papers available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., ref. D/ENQ/459, for $2.25 per set.

Telephone cables for 100 kw. SW. transmitter installation at Delhi; tender SE-507/M, July 13. All India Radio, Planning & Development Unit, New Delhi. Tender forms including specifications available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Iraq

Dredging equipment for principal irrigation canals in and around Basra; July 16. Terms, specifications available from Directorate General of Irrigation, Baghdad, or from Directorate of Basra Liwa Treasury, Basra, for $2.80 (1 dinar) per copy.

Vitamins, 10-million capsules each containing 4,500 units of Vitamin A, 450

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

units of Vitamin D, packed in glass bottles of 1,000 capsules each; June 17. Deposit of 7% required for first 1,000 dinars of price quoted and 5% of remainder of price offered or bank guarantee for same amount. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Terms, specifications available from Secretary of Committee, Ministry of Finance, Baghdad, for $2.80 (1 dinar) per copy.★

Korea

Cigarette packaging machines, 2 complete with spare parts, capacity in excess of 250 packages per min.; 1 **tobacco dryer** of more than 2,000 kg. per hour capacity; 1 **cooling plant** of more than 2,000 kg. per hour capacity; 2 a.c. **generators** directly coupled with diesel engines, spare parts, accessories; 1 **geared machine** (elevator) for passengers, freight, capacity 1,500 kg., speed 20-30 m. per min., lift stroke 18 ft., a.c. single speed control, 220 v. 3-ph. 60 c. a.c., traction motor for geared machine, traction sheave, magnet brake, magnetic contact relay control panel; estimated value $125,000; invitation KFX-2047-S, June 9. Office of Supply, Government of Republic of Korea, Seoul.★

New Zealand

Collating machine, 8 station, sheet and signature, complete with missed sheet and double pickup detectors at each station, capable of handling sheets up to and including 8½ x 13½ in., with accessories including crisscross delivery assembly, creeper belt delivery attachment, stitching units, jogging facilities, electrical supply 400 v. 3-ph. 50 c.

Vibrating paper joggers, 2, table tilting model with 14 x 20 in. hardwood vibrating rack fitted with 4 in. sideboard with controller mounted on base, used with 230 v. power supply.

Tender 4142, June 18. New Zealand Department of Printing & Stationery, Government Printing Office, Waterloo Quay, Wellington. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Telephones, 100, local battery magneto desk model; tender 849, June 20. Stores Manager's Office, New Zealand Electricity Dept., Private Bag, Wellington C.1. Copies of specifications available from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.★

Pakistan

Water cooled **diesel marine engines,** 2, 70 hp., 3 cylinders; tender S-12/1798, June 7.

Automatic mechanical **gluten washer** with all accessories, built-in motor and timer; tender EPS/VII/1219/Tex/61, June 7.

Heavy-duty 3-ton **truck,** 4 cylinder diesel engine, air cooled of 85-90 hp., 2,300-2,500 r.p.m.; tender EPS/VIII/1600/B/Veh/61, June 9.

Lawnmowers, 2, heavy duty, width of cut, 30 in., height of cut ⅞-3½ in., towed or mounted on tractor with diesel-driven engine min. 50 hp. at 1,500 r.p.m., 4 cylinder; tender EPS/VIII/1686/ENGG/62, June 11.

Mobile workshop, independent trailer equipped with complete accessories for repairing tractor and pumps; tender EPS/VIII/1637/B/ENGG/62, June 14.

Bitumen mixers, 2, with 10 cu. ft. capacity, equipped with 2 cylinder 4 stroke radiator cooled diesel engine, 16 hp. at 1,500 r.p.m., reduction gear with takeoff shaft speed of 750 r.p.m., centrifugal clutch with chain driving sprocket fitted with takeoff shaft complete with bitumen heater, overhead tank mounted on frames with height of discharge not less than 5 ft. 6 in.; tender EPS/VIII/1705/ENGG/62, June 9.

Director of Supply, Government of East Pakistan, P.I.D.C. House, Motijheel, Dacca.★

Taiwan

Rotary type fully automatic **bottle labeling machine** with speed regulator, top label sealer, bottle counter, capacity at least 7,200 cylindrical bottles per hour; 4 copies of catalog and construction diagrams required; tender GFB-12684, June 14.

Cellophane, 2,100 bobbins in reels; 620 bobbins red **tear tape;** tender GFB-12636, June 15.

Instrument transformers for metering, 1,000, 8.7 kv. class; catalog required; tender GFD-12647 (L), June 19.

Optical-sound **movie projectors** 16 mm., 50, film reel capacity 2,000 ft., speaker diam. 12 in.; 300 lamps 750 w.; 200 lamps 1,000 w., 200 exciter lamps 4 v. 0.75a. 50 sets tubes including photocell; tender GF3D-11064, June 14.

Power transformers, 1 complete set, 3 ph., oil immersed, 5,000 k.v.-a., 60 c., outdoor type; tender GFD-12671(H), June 18.

Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★

Uganda

Power line carrier equipment for Tororo/Mbale and Kampala/Nkemda transmission lines; July 6. Applications for tender documents should be sent to Engineers, Messrs. Kennedy & Donkin (East Africa), P.O. Box 2825, Kampala.

International Business and Foreign Commerce Weekly

Coming June 18

NATO Project in Portugal Open for U.S. Bidders

A new project in Portugal, estimated to cost $43,750, has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of a telephone system at a petroleum, oil, and lubrication depot in the Lisbon area.

The work comprises two automatic telephone exchanges, telephone equipment, cables, loudspeaker systems, and connection boxes; and will be carried out under a single contract.

Eligible firms interested in bidding should express their interest by June 16 to Secretariado-Geral da Defesa Nacional, Comissao Executiva de Infraestruturas OTAN (CEIOTAN), Rua Cova da Moura, 1 Lisbon 2, Portugal.

The following statement should appear in the lower left-hand corner of the envelope: "Concurso para o Fornecimento e montagem das Instalacoes telefonicas do Deposito P.O.L. OTAN na area de Lisboa."

A copy of the tender notice, in English, containing additional information, is available from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that division.

India Extends Bid Date For Crawler-Type Winches

Bid deadline for supply and delivery of 3 crawler-type tractor-mounted winches has been extended from May 30 to June 21 by the Managing Director, Indian Refineries, Ltd., Link Bldg., Mathura Rd., New Delhi.

Greek Organization Amends Funicular Railway Tenders

Several amendments have been added to the specifications for the funicular railway on Mount Lycabettus, Athens. (FCW, May 7, p. 846.)

A copy of the amendments is available on loan from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Planned CONSTRUCTION Projects

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AUSTRALIA—Western Australia Public Works Dept. planning to call for bids within next 2 years for **irrigation works** for 20,000 acres, calling for irrigation pumps, grates, and meters, in connection with Ord River irrigation project (see Foreign Contract Awards, p. 1003). Tenders for construction of large dam forthcoming in 1964 or 1965.

BRAZIL—Installation of refrigerated **warehouse** planned for Caxias do Sul, funds to be made available by Ministry of Agriculture. Additional information requested.

CEYLON—Government approval of 31 new private sector ventures may soon result in several **plant construction** projects and imports of machinery. List of ventures available.★

COSTA RICA—Expenditures of nearly $100 million planned for Costa Rica's electricity plan for 1963-70. Program to include total addition of 294.25 mv.-a. installed generating capacity and construction of 699.5 km. of transmission lines and related facilities. Agency undertaking projects is Instituto Costarricense de Electricidad (ICE), San José, Costa Rica.★

CYPRUS—Stavros G. Galatariotis, Managing Director, George S. Galatariotis & Sons, Ltd., 172 St. Andrew St., Limassol, Cyprus, considering construction of **vegetable oil refinery** in Limassol. Equipment needed to include standard batch deodorizer, vacuum bleach, and neutralizing units. Two 20-ton or one 40-ton per day semicontinuous or continuous centrifuges also required. Firm also planning to establish crude vegetable oil dramming plant.

Turkish State Monopolies Administration and Cypriot Turkish community to cooperate in setting up $280,000 **alcoholic beverage factory.**

ETHIOPIA—To provide another reservoir for Asmara, municipality plans to build new **dam.** Cost set at $328,000.★

INDONESIA—Tentative plans being considered by Department of Basic Industry & Mining, Djakarta, regarding construction of 200,000-ton **nitrogen fertilizer plant.**

IRAN—National Iranian Oil Co., P.O. Box 1863, Tehran, planning several large **construction projects,** including purchase and construction of refinery in Tehran area, topping plant at Alborz petroleum field, and natural gas pipeline from Sarajeh gas field to Tehran. Negotiations for financing reportedly undertaken with Germany and possibly France.

JORDAN—List of planned **hotels** and others now under construction available.★

NIGERIA—AID loan application for unspecified number of **diesel electric locomotives** to be submitted soon by Nigerian Railways, Lagos.

Subject to AID loan approval bids to be invited shortly for AFAM and UGHELLI **power stations.**

PAKISTAN—N.E.D. Government Engineering College, Strachan Rd., Karachi, planning to build **college** in Karachi at cost of $3.41 million (16.7 million rupees). Details about equipment requirements, furnishings, and books needed available on loan.★

PERU—Ministry of Development & Public Works considering studies relating to construction of new **railway** in Departments of Ica, Huancavelica, and Ayacucho, and additional port facilities at Pisco.

Ministry of Development & Public Works, Lima, has announced authorization for another $1-million **fertilizer plant** for Cuzco.

RHODESIA, NYASALAND — Ministry of Internal Affairs for Nyasaland Salisbury, has announced construction to start soon on $492,800 (£176,000) **housing scheme** for Africans at Soche African Township in Blantyre-Limbe area; project to provide over 300 houses.

SIERRA LEONE — Freetown City Council has approved plans for new **city hall** to be built with U.A.R. financial assistance; 9-story building to include library, meeting rooms, dance hall, and offices.

SURINAM—Plans progressing for development of Paramaribo's **harbor** (FCW, May 22, 1961, p. 20); $11-million (20 million guilder) project to involve dredging, pouring of concrete pilings and piers, some filling and leveling of land, construction of warehouses, other structures, and other facilities. Participation to be open to firms residing in Surinam or through local representatives.★

Construction to begin this year on new **office building** for Surinam Ministry of Development in Paramaribo; $500,000 project to be open only to firms in Surinam. Write H. R. Ferrier, Director, Ministry of Public Works & Traffic, Paramaribo, Surinam.

TURKEY—AID counterpart funds of nearly $1 million to be used for expenses of **road and building construction** pertaining to telecommunications installations between Ankara and Karachi.

Ministry of Industry, Ankara, considering establishment of **aluminum industry** near ferro-chrome installations in Antalya.

UGANDA—Uganda Development Corp., Kampala, Uganda, planning to erect **factory** at Port Bell for production of soluble tea.

NATO Projects in Italy Opened for U.S. Bidders

Two new projects in Italy have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project calls for laying telephone cable for installation of telephone connection and remote control of the Tacan Montichiari Station.

The second project calls for supply and delivery of 24 generator sets consisting of 4 50 kv.-a., 8 25 kv.-a., and 12 6 kv.-a.

Eligible firms interested in bidding should submit their applications on a prescribed form before May 31 for the first project to Ministero Difesa-Aeronautica, Ispettorato delle Telecommunicazioni ed Assistenza al Volo-Ufficio NATO-UEO, Viale Castro Pretorio, Rome, referring to Project 9966.

Applications for the second project should be sent before May 30 to Ministero Difesa-Aeronautica, Direzione Generale Servizi Materiali Aeroporti-Reparto Amministrativo, Rome, referring to Project 004.

The prescribed forms are available on request from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Applications should include qualification data.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division as described in the brochure of the NATO international competitive bidding program, available from that division.

Machinery Trade Mission to Germany Garners 56 More Trade Opportunities

Here are 56 more trade opportunities developed by the U.S. Machinery Trade Mission to Germany.

Additional trade opportunities will appear in subsequent issues of FCW.

Where no WTD report is indicated, the company or individual is reported to be of good repute, and a report is being prepared.

A star (★) indicates that additional information is available on a loan basis from the International Activities Staff, Attention E. Craig Wilton, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Exports

229 Miscellaneous Textile Goods

Protective materials for shipping measuring devices in random size shipping cases. Siemens & Halske WWM, 50 Rheinbrueckenstr., Karlsruhe.

289 Miscellaneous Chemical Products

Inks for printing checks. Brueder Hartmann, 26 Hauptstrasse, Berlin-Schoeneberg.

307 Miscellaneous Plastics Products

Semifinished plastic blisters, bags. Rinke-Draht KG, Muensingen/Wuerttemberg. WTD 12/11/58.

354 Metalworking Machinery, Equipment

Grinders, surface, external, internal; radial drills; center lathes. Hommelwerke GmbH, 1-5 Turbinenstrasse, Mannheim-Kaefertal. WTD 1955.★

Precision tools, molds, cutting tools, including diamond type. Joisten & Kettenbaum GmbH, Asselborner Weg 14-16, Bensberg-Herkenrath. WTD 4/23/59.

Measuring equipment for nonferrous materials. Maerkische Geraete, Plettenberg-Boeddinghausen/Westfalen. WTD 3/29/61.★

Machines for manufacture of cylindrical grooved cams 3-axis tape controlled. AMBEG, 93 Sachsendamm, Berlin-Schoeneberg. WTD 5/18/55.

Numerically controlled machine tools for production of valve bodies. Herion-Werke KG, Stuttgarter Strasse 120, Stuttgart-Fellbach. WTD 7/3/61.★

355 Special Industry Machinery, Except Metalworking Machinery

Foundry type, bookbinding equipment, machinery to print and imprint checks. Brueder Hartmann, 26 Hauptstrasse, Berlin-Schoeneberg.

Machine for stuffing toy animals. Grisly Spielwarenfabrik, 6719 Kirchheimbolanden.

Blow molding equipment for containers 2-12 oz. at rate of 30-40 per min. Schmalbach Blechwarenwerke, Gansberg 2, Braunschweig.

356 General Industrial Machinery, Equipment

Equipment to bundle 100-150 empty cans in paper, automatic or semiautomatic design. Schmalbach Blechwarenwerke, Gansberg 2, Braunschweig.

363 Household Appliances

Household electric appliances. Hermann Knueppel, Wandsbecker, Koenig Strasse 15, Hamburg-Wandsbeck.

366 Communication Equipment

Portable transceiver equipment for mountain rescue work. Hans-Joachim Lindert, Berlin-Steglitz, Poschinger Strasse 10.

381 Engineering, Laboratory, Scientific, Research Instruments, Related Equipment

Laboratory table tops of sandstone, artificial materials. Maquet Spezialfabrik der Stierlen-Werke AG, Kehler Strasse 31, Rastatt (Baden).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Circular and flow control precision measuring instruments. Robert Bosch GmbH, Breitscheidstr. 4, Stuttgart-W. WTD 10/11/61.

Agency

220 Textile Mill Products

Textiles. Industrie-Companie, Companiehaus, Krefeld. WTD 4/25/60.★

264 Converted Paper, Paperboard Products, Except Containers, Boxes

Adhesive tapes for sealing cartons. Erich Mekyska, Hochstrasse 36, Alsbach/Bergstrasse. WTD 4/1/57.

Paper specialties. Central-Kontor fuer Buerobedarfsvertretungen GmbH., Lodzbergstrasse 16, Lahr/Schwarzwald.

266 Building Paper, Building Board Mill Products

Building trades insulation. Ernst Joachim Gehrke, 9 Frankestrasse, Hanover.

281 Industrial Chemicals

Chemicals. Industrie-Companie, Companiehaus, Krefeld. WTD 4/25/60.★

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers, Except Glass

Plastics. Industrie-Companie, Companiehaus, Krefeld. WTD 4/25/60.

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

AUSTRALIA—C. R. Keith Earthmoving Pty., Ltd., 1234 Sydney Rd., Fawkner, Melbourne, Victoria, awarded contract by W. A. Public Works Dept. for **irrigation development** work on Ord River; $21 million (£750,300) project includes construction of irrigation channels, drains, farm roads, bridges, water control and measuring structures.

Proposals submitted for **redevelopment** of "The Rocks" area in Sydney. Project to involve buildings, related facilities. List, details of proposals available.★

CEYLON—List of contract awards made for **pharmaceuticals, chemicals** available.★

CHILE—Meissner Engineers, Inc., 300 W. Washington, Chicago, retained to assist in planning, design, and supervision of $24-million **highway construction** and maintenance program. The IDA-financed, 3-year project calls for construction, improvement, and pavement of 2,150 miles of secondary roads.

HONG KONG—Additional list of contracts awarded during first quarter of 1962 available.★

U.A.R. (Egypt)—In addition to recent $500,000 government order for 600 **power sprayers**, FMC Corp., San Jose, Calif., to supply another 1,500 sprayers valued at $1.2 million.

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295 Paving, Roofing Materials

Roofing materials, building trades insulation. Ernst Joachim Gehrke, 9 Frankestrasse, Hanover.

307 Miscellaneous Plastics Products

Semifinished plastic blisters, bags; material, equipment for producing finished packages. Rinke-Draht KG., Muensingen/Wuerttemberg. WTD 12/11/58.

326 Pottery, Related Products

Kitchen equipment. Roland Hess, Schwabstrasse 40, Fellbach/Wuerttemberg.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Building trades insulation. Ernst

Joachim Gehrke, 9 Frankestrasse, Hanover.

336 Nonferrous Foundries

Kitchen equipment. Roland Hess, Schwabstrasse 40, Fellbach/Wuerttemberg.

342 Cutlery, Handtools, General Hardware

Kitchen equipment. Roland Hess, Schwabstrasse 40, Fellbach/Wuerttemberg.

343 Heating Apparatus, Except Electric, Plumbing Fixtures

Refrigerated water drinking fountains. Terramar GmbH., 26 Hagedornstrasse, Hamburg 13. WTD 1/10/61.

346 Metal Stampings

Kitchen equipment. Roland Hess, Schwabstrasse 40, Fellbach/Wuerttemberg.

349 Miscellaneous Fabricated Metal Products

Valves for extreme high, low temperatures. Metz-Reglerbrau, 7-9 Friedrich-Engelhorn-Strasse, Mannheim.

353 Construction, Mining, Materials Handling Machinery, Equipment

Machinery for underground coal mining. Guenther Mittag, Berghaubedarf, Robert-Koch-Strasse 24, Muelheim/Ruhr. WTD 7/17/61.

Materials handling equipment. Wilhelm Ebinger, Grunbach bei Stuttgart.★

354 Metalworking Machinery, Equipment

3-axis tape controlled machines for manufacture of cylindrical grooved cams. AMBEG, 93 Sachsendamm, Berlin-Schoeneberg. WTD 5/18/55.

Internal, external grinders; vertical boring drills; turret lathes. Delisle & Ziegele, 33 Tuebinger Strasse, Stuttgart. WTD 2/9/61.

Medium-sized numerically controlled machine tools. Ernst Heinkel AG., 21 Hellmuth-Hirth-Strasse, Stuttgart-Zuffenhausen. WTD 3/1/62.

Metal-cutting lathes, including tracers, gear cutters, broaching machinery, multiple spindle radial drilling machines. Edmund Laschet, 24 Lynarstrasse, Berlin-Spandau.

Machine tools, accessories. Mueller Petzel & Co., Kohlhoecker 29, Bremen.

355 Special Industry Machinery, Except Metalworking Machinery

Bottling equipment, 60-100 P.M., for beverage industry. Paul C. Habekost, Sierichstrasse 16, Hamburg 39.

Rotogravure presses for printed packaging, bag making machinery. Otto Kehrer, Am Kraeherwald 187A, Stuttgart-W. WTD 2/7/62.

Glass packaging equipment for drugs, cosmetics, food, beverages. Muenchmeyer & Co., Ballindamm 33, Hamburg 1. WTD 5/8/62.

Offset equipment for decorating containers, machine to imprint pharmaceutical tablets. WIFAG GmbH., Epplestrasse 81, Stuttwart-Degerloch.

357 Office, Computing, Accounting Machines

Office supplies. Central-Kontor fuer Buerobedarfsvertretungen GmbH., Lodzbergstrasse 16, Lahr/Schwarzwald.

358 Service Industry Machines

Air conditioning. Industrie-Companie, Companiehaus, Krefeld. WTD 4/25/60.★

359 Miscellaneous Machinery, Except Electrical

Tape dispensing machines. Erich Mekyska, Hochstrasse 36, Alsbach/Bergstrasse. WTD 4/1/57.

361 Electric Transmission, Distribution Equipment

Electronic test, measuring equipment. Sadowski & Co., Esslingen-Berkheim.★

363 Household Appliances

Kitchen equipment, appliances. Roland Hess, Schwabstrasse 40, Fellbach/Wuerttemberg.

367 Electronic Components, Accessories

Transistor phonograph amplifiers. Sadowski & Co., Esslingen-Berkheim.★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Numerical control systems for machine tool manufacture. Maschinen-Apparate-Werkzuege, Sindelfinger Strasse 11, Maichingen b. Stuttgart. WTD 11/29/61.

394 Toys; Amusement, Sporting, Athletic Goods

Playing cards. Central-Kontor fuer Buerobedarfsvertretungen GmbH., Lodzbergstrasse 16, Lahr/Schwarzwald.

Import

353 Construction, Mining, Materials Handling Machinery, Equipment

Conveyor clamps. Siegert & Co., Bahrenfelder Steindamm 69-71, Hamburg-Altona. WTD 3/15/61.★

354 Metalworking Machinery, Equipment

Punches, pins, flat drills, transfer punches, drill blanks. Alfred Konrad Veith KG, Oehringen/Wuerttemberg. WTD 8/8/61.

355 Special Industrial Machinery, Except Metalworking Machinery

Foundry equipment. Badische Maschinenfabrik A.G., Karlsruhe-Durlach.

356 General Industrial Machinery, Equipment

Plastic, rubber granulating machinery. Rolf Schlicht, 28 Noepps, Hamburg-Marienthal.

Water pumps. Hermann Knueppel, Wandsbecker, Koenig Strasse 15, Hamburg-Wandsbeck.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Iron, steel measuring instruments for rolling mills. Maerkische Geraete, Plettenberg-Boeddinghausen/Westfalen. WTD 3/29/61.★

Engineering Consultant Requested by Jordan

The Government of Jordan is inviting proposals for consulting engineering services in connection with the development of phosphate mines in the Al Hasa area.

The Jordan Development Board suggests the contract be awarded in three phases: (1) geological explorations, market surveys, plant engineering and design; (2) preparation of tender documents, analyses of tenders, preparation of contract agreements, and awarding of contracts; (3) supervision of construction and installation of equipment, amendments together with necessary plans and specifications, coordination of the work by contractors, and preparation of payment certificates.

The invitation implies that all three phases should be carried out by the same engineering firm and that the contract will be awarded not on the basis of price competition but on the capacity of the firm to carry out studies of this nature and the date on which studies can be completed.

Fees may be on a lump sum, percentage, or cost plus basis; in the last two cases a maximum ceiling figure is to be quoted.

Proposals should be addressed to Vice President, Jordan Development Board, P.O. Box 555, Amman, in time to reach his office by July 1.

The Board feels high level representatives of interested firms should visit Jordan before filing their proposal.

Copies of the invitation containing further information are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Portable Suction Dredge Wanted by Ivory Coast

The Republic of Ivory Coast is inviting bids until 10:00 a.m. June 27 for supply and delivery of a portable suction dredge and accessories for the Port of Abidjan.

Details may be obtained from the Direction des Travaux Publics, Subdivision des Lagunes, Abidjan.

Diesel Engines, Pumps Requested by Tunisia

The Government of Tunisia is inviting bids by July 24 for diesel engines and pumping units.

Included in the tender are the following:

33 diesel engines: Operating speed 1,000 to 1,200 r.p.m.; complete with power transmission, hand-operated clutch, and power shaft about 1.5 meters long with two universal joints.

107 pumping units each with diesel engine: Each unit to consist of a vertical turbine pump complete with oil-lubricated pumphead with 1 to 1.5 gear reduction, right angle shaft connection for use with diesel engine, operating speed of rotation 1,450 to 1,750 r.p.m., pumps bowls up to 12 inches in diameter, perforated intake pipe about 3 meters long, operating speed 1,000 to 1,200 r.p.m., power transmission component having hand-operated clutch and horizontal drive shaft with two universal joints. The pumps will range in discharge capacity from 10 to 180 g.p.m., with heads from 40 to 100 meters and column lengths from 42 to 99 meters.

Offers should reach Sous Direction Technique, Secretariat of State for Agriculture, 76 Blvd. Farhat Hached, Tunis, by July 24.

Copies of the tender, including terms and specifications, may be obtained from the Economic Section, Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, D.C., or from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

French Importer Seeks Construction Materials

A French importer and wholesaler for all types of building materials is interested in direct purchase or agency for construction materials that would be competitive on the French market.

U.S. companies may contact Ets. Herbet, S.A., at 15, 17 rue Leverrier, Saint-Maur (Seine).

Australia Extends Date For Power Station Bids

The Australian Department of Works has announced extension of closing date from June 26 to July 24 for tenders for its contract for supply of a complete diesel power station on the Island of Daru, Territory of Papua and New Guinea. (FCW, May 14, p. 893.)

International Business
and Foreign Commerce Weekly
Coming June 18

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

Single spindle automatic **lathe** with accessories. To be delivered at Bombay. Ref. NSIC/HP/2B-2518/62. June 16.

5 x 5 in. Frick **ammonia compressor,** 2, V-belt driven. Delivered at Bansdih Rd. (N. Rly). NSIC/HP/2D-2000/62. June 16.

Crank shaft **grinding machine;** high-speed heavy-duty automatic **surface grinding machine;** Conrod **boring machine; hydraulic press,** 50 tons; main line **boring machine.** Delivered at Katpadi Junction. NSIC/HP/2M-3183/62. June 16.

Rotary metal **decorating press,** print up to max. sheet size 36 x 26 in., complete with standard equipment, automatic feeder. Delivered at Agra. NSIC/HP/2D-2037/62. June 17.

Universal cylindrical **grinder,** complete with electrical equipment, 440/3/50 a.c. supply, wheel adaptor, 3 jaw chuck centers, internal grinding device with spindle; Universal **tool and cutter grinder,** complete with electrical equipment, 440/3/50 a.c., dividing head with tailstock standard equipment and extra accessories, supplied with machine; 3 in. cap. drilling machine, complete with electrical equipment, 440/3/50 a.c., loose box, electric pump and fittings, low voltage lighting, drill chuck with arbors, reamers, standard equipment and extras; **dial indicators, slipgages, micrometers, vernier callipers, marking blocks, magnetic stands, hardness tester, rules,** and other such testing equipment; 2 **milling machines,** table size 310 x 1,300 mm. automatic feed and power traverse in all directions, complete with electrical equipment 440/3/50 a.c.; 1½ in. collet cap. Capstan **lathe,** complete with electrical equipment. To be delivered at Baroda. Loan 144. NSIC/HP/2B-2406/62. June 16.

Monotype casting machine, equipped with extended matrix case attachment, quadding and centering attachment; Rototherm **electric heater;** ½ hp. variable speed specially designed and wound **electric motor** with starter and switch, complete on base plate; 10 ft. specially designed **air compressor,** with ½ hp. electric motor, switchgear on base plate with V-belt drive and guard, complete; ½ in. new style **air reservoir;** standard **monotype keyboard,** complete with keybar frame Nos. 4328/29, new style low quad molds, 1 each, 8, 10, 12 pt.; sets of **matrices,** times new roman series 327/334, 1 each in 8, 10, 12 pt. in cardboard box, (15 x 17); extended **matrix cases** (15 x 17 x 48A), 3; normal **wedges,** 1 each, 5-8¼, 9-¾, 12 set; **justification scales,** 1 each, 8¼, 9-¾, 12 set. NSIC/HP/2M-3145/62. Delivered at Bangalore. June 16. Loan 144; worldwide. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Centerless **grinder,** size 2, suitable for infeed, thrufeed grinding, in range of ⅛-2 in., arranged for automatic cycle, automatic injection of workpieces, hydraulic profile truing and compensation of grinding and regulating wheels.

4-spindle **drilling machine** with tapping attachment for 1 spindle and cooling arrangement, cap. in cast iron, 1 in., taper in spindle, M.T. No. 2, spindle speeds, infinitely variable in range of 600-3,600 r.p.m., electric motor 3 hp., traverse of spindle 10 in.

Loan 157; **U.S. source.** Ref. 2(13)/62-AID-II. IL#AU/GL/MTC/51&54/DLF/361. June 11. Indian Tool Manufacturers, Ltd., 101 Sion Rd., Bombay 22. Cable address: ITOOLS, Bombay Sion.

No. 50, 6 in. **jointers,** 2, 1 with steel, including switch with overload protection, 3 ph.; No. 30 **belt** and **die sander** with stand, including switch with overload protection, 3 ph.; No 45, 12 in. woodworking gap bed **lathe,** variable speed, with steel cabinet stand, ¾ hp. motor, 220 v., 50 c., 1 ph., switch with overload protection; 1 piece each; No. 100, 12 in. planers with stand, including switch with overload protection, 3 ph., 2 pieces; No. 100, 12 in. plane, including switch with overload protection, 3 ph., 12

pieces. Loan 157; **U.S. source.** Ref. 41(631)/6-AID-II. IL#NC/GL/MTC/12/DLF/361. June 12. Machine Tools Traders (Calcutta), 25 Ganesh Chandra Ave., Calcutta 13. Cable address: WIDBLOCO.

Spark cleaner and tester; battery cell testers; motor analyzing sets without remote control; **motor analyzer; a.-v. tester; magnetic caster, camber** gage; **engine analyzer,** 200 v., 50 c.; **heavy-duty growler; piston rings; piston groove cleaner;** 12, 17, 24 piece **socket sets;** MM 12, 17 piece **socket sets;** ½ in. sq. drive torque **wrench.** Loan 157; **U.S. source.** Ref. 41(582)/6-AID-II. IL#995324/DLF-157/61/HQ/CCI/CG.III. June 13. Rohtak District Transport, Cooperative Society, Ltd., 65-66, Gokhale Market, Delhi 6.★

Alloying furnace with N_2H_2 system and deoxydizing unit, max. temp. 1,000° C., temp. control ± 1° C, belt speed 2-8 in. per min., min. 4 in. of flat peak temp., flow meter and valves at each end of muffle. Loan 157; **U.S. source.** Ref. 41-(589)/62-AID-II. IL#991080/61. June 15. Hindustan Semiconductor Co., 30, N. Dabholker Rd., Bombay 6.

Sleeper bars, 15,600 long tons, tender S-26, bid deadline June 15, price of tender $1.05. **U.S. source.** Deputy Director, Railway Stores (Steel), Railway Board, Ministry of Railways, New Delhi. Tender documents may be purchased from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Price of tenders not refundable. Previously announced in FCW 5/28/62 with incorrect bid deadline of June 27.

Ammonium sulphate, 200,000 m.t.; **urea,** 30,000 m.t. **U.S. source.** Ref. FP4(8)/62. June 19. India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender documents containing specifications and other conditions may be obtained.

Table for calipering and sorting of glass tubes, type ST, complete with accessories; automatic **tube weighing machine,** type RW, complete with accessories; automatic rotating **vial making machine,** type RP with 12 working heads; automatic **machine** for producing American lips type R2B4K, complete; automatic **flame cutting machine,** type AS with 6 working heads; **gas compressor,** type GK O, complete; high pressure **blower** type 12 output, approx. 95 cu. meters, complete with accessories. Delivered at Dehradun. Loan 144; worldwide. Ref. NSIC/HP/2D-2501/62. June 18. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

One ton **chlorine containers** (2,000 lbs.) with B.S.S. fittings, steel valves, 30 pieces; **steel valves,** 30; **spindles,** 30; **gland packing rings,** 300. Loan 157; **U.S. source.** Ref. 41(749)/61-AID-II. IL#-990991 / DLF / 157/HQ/61/CCI/CG,III. June 18. The Bengal Paper Mill Co., Ltd., 14 Netaji Subhas Rd., Calcutta 1.

Flexible shaft **'Runabout' machine,** complete with heavy duty shaft, 'N' type hand piece and adaptors with spare shafts, 3; Bend-ex automatic **dies** and **clamping head** for tube bending machine, with piston packings for air cylinders; all purpose cut-off **mitering and ripping attachment** for "do-all" machine; **band filing attachment,** consisting of center plate, backup and screw assembly; **abrasive band attachment;** "Arc-Snug" **true contour notching,** close fitting unit, complete with housing and two dies, two punch holders, for making a 'T' joint on 1 in. dia. by 16 SWG. mild steel tubing to fit 1 in. dia. by 16 SWG (0.048 in. wall), tubing at 90°; **pneumatic screw driver** with torque control clutch, complete with bits, finders, suitable for ¼ in., ⅛ in. and 1/16 in. dia., slotted head and round head machine screws, similar to model 33F-337 of Buckeye Tools Corp.; **electro dresser,** similar to "ARO" model 7930 for dressing spot welding tips, complete with standard equipment; **pneumatic paint mixer,** similar to "ARO" model 7209, complete with standard equipment; **press brake** with variable speed drive, capacity 25-30 tons and working length 6 ft.-0 in., complete with electrical equipment, including 1½-hp. motor with standard and extra accessories and necessary spare parts and dies. Loan 157; **U.S. source.** Ref. 2(10)/62-AID-II. IL#AU/GL/MTC/50/DLF/361. June 15. Chandan Metal Products Pvt., Ltd., Gorwa Rd., Baroda 3. Cable address: CHANDAN.

Insecticide Plant Bids Invited by India

The Government of India is inviting turnkey offers for setting up a complete plant to manufacture insecticides.

The plant is to produce 5 to 10 tons daily of benzene hexachloride starting from nitration grade benzene and evaporated liquid chlorine.

Offers should cover gamma isomer content both 12 to 16% and 24 to 26%.

Offers should reach the Assistant Secretary, Hindustan Insecticides, Ltd., Rohtak Rd., P.O. Box 623, New Delhi 15, not later than July 10.

Further particulars may be obtained from that authority.

Israel

18-88 type 304, cold rolled **stainless steel,** No. 1 finish, No. 5 temper, No. 3 edge, in coils, 1,500 lb. maximum armor board wrapped in skids. Loan AID 28. **U.S. source.** Sub-Authorization 790/1/348. June 14. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention: Mr. N. Nisen, where additional information is available. Tenders should refer to S/A number and be prepared on basis of **f.a.s.** port of exit. Delivery desired by September. Prices should be itemized and show both trade and cash discounts.★

Pakistan

G.P. sheets, 8 x 3 ft., 30 gage, 15 tons, balance in 28 in. **gage. Loan 7; limited U.S. source.** Credit amount, $5,166. S/A RM 031753. June 11. Pak Hardware & Metal Industries, K.S. Abdul Hakim Khan Rd., Eatan Tala, Karachi.

Mild steel sheets, cold rolled, close annealed, CRCA, pickled and oiled, deep drawing quality, suitable for manufacturing kerosene oil stoves, size 8 x 3 ft., gage 20 to 26 USG. Loan 7; limited **U.S. source.** Credit amount, $7,350. S/A RM 031718. June 11. Pervez Mechanical & Engineering Works, Ltd., Opp. Karachi Electric Stores, Bunder Rd., Karachi. Cable address: FEROZWALA, Karachi.

M.S., G.P. sheets, 3 x 8 ft., gages 24, 26, 28, 30. Loan 7; limited **U.S. source.** Credit amount, $11,298. S/A RM 024750. June 11. M. Ismail Naik, H.O. 213, Loha Market, Lahore. Cable address: BUSHIND, Lahore.

Pig iron, foundry grade, carbon 3.5/4.0%, silicon, 2.75/3.5%, manganese, 1.0/1.5%, phosphorous 0.40%; sulphur 0.35%. Loan 7; limited **U.S. source.** Credit amount, $5,040 S/A RM 024795. June 11. Ahmed Bakhsh & Bros., 22 Brandreth Rd., Lahore 7. Cable address. NASEEMCO, Lahore.

Standard quality prime **M.S. billets,** size 2 x 2 in. or 2½ x 2½ in., SAE 1020, with 28/32 TPSC and 20% elongation (min.), with length 18 ft. or above. Heat number die stamped on each billet piece, along with work test certificate. Loan 7; limited **U.S. source.** Credit amount, $110,880. S/A RM 025127. June 11. Karimi Industries, Dilazak Rd., Peshawar City. Cable address: KARIMI, Peshawar.

Electrical steel sheets, prime grade, core loss 2.35 w. per kg. at 50 c. and 10,000 gausses, size 3 x 8 ft. thickness, 26 gage (.020 in.), Rs. 12,400; **mild steel sheets,** hot rolled, close annealed, commercial quality, size 8 x 3 ft., gage 26, Rs. 13,000; machine cast foundry grade **pig iron,** carbon 3.5/4.2%, silicon 3.0/3.5%, manganese 1% max., sulphur 0.05% max.; phosphorus 0.40%, Rs. 5,000. Loan 7; limited **U.S. source.** Credit amount, $6,384. S/A RM 025120. June 11. Gujrat Fan Manufacturing Cooperative Industrial Society, Court Rd., Gujrat. Cable address: ROYAL FANS, Court Rd., Gujrat.

Standard quality prime **mild steel billets,** according to American Standard S.A.E. 1020, giving 28/33 tons tensile per sq. in., 20% min. elongation, each piece to be heat marked with works test certificate, in lengths of 18 ft. and above, size 50 x 50 mm. sq., approx. 960 tons. Loan 7; limited **U.S. source.** Credit

amount, $88,704. S/A RM 024855. June 11. Taj Steel Mills, Badami Bagh, Lahore. Cable address: TAJCO, Lahore.

M.S. sheets; 8 x 3 ft.; 28, 30 gage; CRCA bright; dry or oiled; close annealed; pickled; Thomas and open hearth quality; protected in waterproof paper in metal container; mounted on strong wooden skids; equal amounts of 28, 30 gage. Loan 7; limited **U.S. source.** Credit amount, $6,300. S/A RM 025130. June 11. Quraishi & Sons, BP/925, behind Asghar Mall, Rawalpindi.

G.P. sheets, commercial coating and quality, size 26 and 28 USG, 36, 72, or 96 in. length, Rs. 16,000; **M.S. plates,** hot rolled, commercial quality, 10 and 11 USG, size 4 x 8 ft., value Rs. 16,000; **carbon steel sheets** with suitable composition for manufacture of blades for hand-driven chaff cutter machine, free from rolling defects, 12 USG, size 36 or 48 in. width, length 72 or 96 in., Rs. 10,000; foundry **pig iron,** grade I, silicon 3.0% min., sulfur .05% max., phosphorus 0.7% max., or alternately, silicon 2.25% to 3.0%, sulfur 0.05% max., phosphorus 0.7% max., manganese 1.0% approx., RS. 100,000. Loan 7; limited **U.S. source.** Credit amount, $29,820. S/A RM 024738. June 11. National Engineering Works, 14 Abbot Rd., Lahore.

M.S. billets, 2-3 in., each one to be heat marked accompanied by works test certificate (BSS.15) ASTM A.273.58T/AISI, C1020, tensile stress 28-33 tons per sq. in. 2,240 lb., length 18-22 ft. allowing max. 10% shorts down to min. 10 ft. elongation, 20% with sulfur and phosphorus 0.06% max. (BSS.785) ASTM 8273.58.T, tensile stress 28-33 ton per sq. in., 2,240 lb., length 18-22 ft. allowing max. 10% shorts down to min. 10 ft., elongation, 20% with sulphur or phosphorous 0.06% max. Loan 7; limited **U.S. source.** Credit amount, $359,100. S/A RM 025114. June 11. A. Ismailjee & Sons, Ltd., P.O. Box 39, City Saddar Rd., Rawalpindi. Cable address: GUNS Rawalpindi.

Standard quality prime **M.S. billets** in lengths of 18 ft. or above, with heat marks die stamped theron and accompanied by works test certificate, size, 2 x 2 in. or 2½ x 2½ in. Loan 7; limited **U.S. source.** Credit amount, $91,476. S/A RM 024854. June 11. Sh. Abdur Rahim Allah Ditta, Rerolling Mills, Badami Bagh, Lahore. Cable address: ARADROLLS.

Pig iron, silicon 3.0/3.5%, manganese .5/1.0%, phosphorous .7/1.2%, sulphur .05% max., carbon 3.0/4%. Loan 7; limited **U.S. source.** Credit amount, $9,282. S/A RM 024996. June 11. Lyallpur Engineering Co. Samundri Rd., Lyallpur. Cable address: LECO, Lyallpur.

Cold rolled tinned **mild steel,** standard temper deep drawing, skin rolled quality, steel hardness 105/30-DPN plated both sides, polished on one side, 31 mm. x .018 in., 34 mm. x .018 in. Loan 7; limited **U.S. source.** Credit amount, $6,518. S/A RM 03205. June 12. Pervez Industrial Corp., Ltd., Muhammadi House, McLeod Rd., Karachi.

Pig iron, carbon 3.5/4%, silicon, 2.5/3.0%, phosphorous .75, sulphur .04%, manganese .5/1.0%. Loan 7; limited **U.S. source.** Credit amount, $5,007. S/A RM 024742. June 11. Universal Pipe Trading Co., 18 Brandreth Rd., Lahore.

Spring steel leaved, various sizes. Loan 7; limited **U.S. source.** Credit amount, $8,400. S/A RM 030889. June 11. National Spring Manufacturing Co., Regd., G.T. Rd., Baghbanpura, Lahore.★

Standard quality prime **M.S. billets** in lengths of 18 ft. or above, with heat mark die stamped thereon and accompanied by work test certificate, 2, 2½ in. Loan 7; limited **U.S. source.** Credit amount, $58,170. S/A RM 025000. June 11. Punjab Steel Rolling Mills, Misri Shah, Lahore.

Standard quality prime **mild steel billets,** in lengths of 18 ft. and above, with heat mark and die stamped thereon, accompanied by work test certificate, according to SAE-1020 or ASTM A-15-58, size 2 x 2 in. Loan 7; limited **U.S. source.** Credit amount, $88,368. S/A RM 025429. June 11. M. Farid Mohd Hussain, Steel Rerolling Mills, A/306-A, City Saddar Rd., Rawalpindi. Cable address: ROUNDIRON Rawalpindi.

Carbon steel octagon bars, containing 0.55/0.65% carbon, size ¾ in., 2 tons; 1 in., 5 tons; 1⅛ in., 5 tons; 1¼ in., 10 tons.

Carbon steel square bars, containing 0.55/0.65% carbon, 1½ in., 5 tons; **carbon steel flat bars** containing 0.55/0.65% carbon, size 5/16 x ⅝ in., size 5/16 x ⅞ in., ⅜ x ⅝ in., size ⅜ x ¾ in., size ½ x ¾ in., 1 ton each.

Pig iron, silicon 3.01 to 3.25%, sulfur 0.05%, phosphorus 0.31 to 0.51%, manganese 1.01-1.25%.

Loan 7; limited **U.S. source.** Credit amount, $9,030. S/A RM 024764. June 11. Ch. Fazal Din & Sons, City Rd., Sialkot. Cable address: CHAUDHRI.

Foundry **pig iron,** carbon, 3.5/4.0%, silicon, 2.75/3.5%, manganese 1.0/1.5%, phosphorus 0.40% max., sulfur 0.35% max. Loan 7; limited **U.S. source.** Credit amount, $5,250. June 11. Goodwill Foundry Works, Badami Bagh, Lahore. Cable address: WEMOULD, Lahore.

Stainless-steel bars, hot rolled annealed, suitable for manufacturing surgical in-

Hong Kong Export Market Rising For Machines, Poultry, Fruit, Drugs

After a decline in the last half of 1961, U.S. exports to Hong Kong have been rising rapidly.

An ever-increasing variety and volume of products are being exported to Hong Kong, and it appears that the export expansion drive is meeting with success.

Contributing factors include continuing business prosperity in Hong Kong and apparent greater awareness of the U.S. exporter that Hong Kong is a good market for a wide range of U.S. products provided they are "serviced"—that is, that more attention is paid to the local agent, indent orders are given prompt attention, and packaging is improved in both durability and compliance with buyer specifications, particularly in frozen and packaged foods.

The growing number of U.S. firms with regional representation in Hong Kong have noted that mills, light industries, offices, banks, and trading firms in Hong Kong are buying industrial and office machines from "service-minded" agents.

These agents can give adequate technical data and specifications at time of tender or sale as well as provide follow-up service.

The leading U.S. product and commodity lines for which export opportunities exist are:

Polyethylene molding compounds; cigarettes; antibiotics; oranges; tangerines; soybean oil; poultry, fresh, frozen, and chilled; paperboard; meat, fresh, frozen, and chilled; polystyrene and styrene copolymers; food wastes and prepared animal feed; pharmaceutical products; iron and steel blackplate (29 gage and lighter); air conditioners; apples; canned crustacea and molluscs; air-conditioning and refrigeration equipment.

Reexport opportunities for U.S. products from Hong Kong to Southeast Asia and Korea include:

Electrical household appliances (air conditioners, dehumidifiers, washers, refrigerators, television sets); petroleum products (aviation turbine oil, Rubrex oil, special solvents, paving asphalt); plastic raw materials (polyethylene resin, styron); pharmaceuticals and surgical equipment; automobile accessories (spare parts, used tires, and service station equipment); photographic equipment (cameras, sound projectors, exposure meters, and film), flavor, and caustic soda; circulation equipment.

Price is always a factor in the fast-moving, highly competitive Hong Kong market, and new U.S. exporters would be well advised to fix firm contracts—including provisions for surveys—with new Hong Kong trading contacts in order to preclude difficult and protracted trade disputes.

struments, AISI 410, chromium 11.5-13.5, ½ x ¼ in., ½ x 5/16 in., ½ x 1 in., ⅜ x 1 in. Loan 7; limited **U.S. source.** Credit amount, $5,150. S/A RM 024499. June 11. G.T. Surgical & Cutlery Works, Sialkot City. Cable address: SURGICAL, Sialkot.

Pig iron, foundry grade, carbon 1.25-1.75, sulfur 2.01-2.25, phosphorus 2.51-2.75, manganese 3.01-3.25; **mild steel sheets,** 26 gage, hot rolled, size 8 x 3 ft.; **G.P. sheets,** 24-30 gage, size 8 x 3 ft. Loan 7; limited **U.S. source.** Credit amount, $6,363. S/A RM 024492. June 11. O.K. Fan & General Industries, 1 Canal Park, Gulberg, Lahore. Cable address: TINTRADE, Lahore.

Electrolytic **tinplate,** prime quality, 0.50 lb. tin coating, matte finish (satin), size 21 x 30 in. x 103 lb. B.W.; electrolytic **tinplate misprints,** exclusive crown cork quality, misprint one side, gold lacquered or plain on reverse, size 18 x 24 in. and larger, 95-107 lb. BW. Loan 7; limited **U.S. source.** Credit amount, $8,022. S/A RM 031722. Equal amounts of each item. June 12. International Metalcrafts, E/12-S.I.T.E., Karachi.

M.S. tees, size ⅞ x ⅞ x ⅛ in.; **M.S. sheets,** HRCA, 16 gage, size 8 x 4 ft., 10 tons each item; **M.S. angles,** size 1 x 1 x ⅛ in., 1½ x 1½ x ¼ in., 2 x 2 x ¼ in., 2½ x 2½ x ¼ in.; **M.S. channels,** size ¾ x ⅛ in., 5 tons each. Loan 7; limited **U.S. source.** Credit amount, $18,900. S/A RM 031651. June 12. Steelex Window Manufacturers, opposite Eedgah Maidan, Bender Rd., Karachi 1.

B.P. sheets, 8 x 4 ft., 18 G; 8 x 4 ft., 20 G; 8 x 3 ft., 22 G; **M.S. plate,** 8 x 4 ft. x ⅛ in., 8 x 4 ft. x 5/16 in., 8 x 4 ft. x 12 G; **M.S. angle,** 1 x 1 x ⅛ in. Loan 7; limited **U.S. source.** Credit amount, $5,460. June 12. Royal Iron Safe Works, 7/2 English Rd., Dacca.

Prime coke quality **tinplate,** 1.25 lb. coating, 20 x 30 in., 32 gage, $6,300, 18¾ x 28 in., 32 G, $6,300; electrolytic **tinplate,** coating .75, 18 x 24 in. and larger, 80-90 lb., $5,250; **tin taggers,** 18 x 24 in. and larger, 38-40 G, $1,050; **galvanized plain sheets,** prime, 6 x 3 ft., 28 G, $1,050, 6 x 3 ft., 30 G, $3,150, 6 x 3 ft., 32 G, $4,200; **B.P. sheets,** M.S. Thomas commercial quality, 6 x 3 ft., 16 G, $3,150, 6 x 3 ft., 26 gage, $1,650, 6 x 3 ft., 28 gage, $2,100; **B.P. sheets,** in coils, 2¼ in., 10 G, $3,150; **G.I. wire,** 12 gage, $1,150. Loan 7; limited **U.S. source.** Credit amount, $38,463. June 12. Metal Products, 144 Nawabpur Rd., Dacca. Cable address: METALCANS, Dacca.

Galvanized steel plain sheets, 1.25 oz. zinc coating per sq. ft., sizes 8 x 4 ft. x 18 G, 8 x 4 ft. x 16 G, 6 x 3 ft. x 24 G. Loan 7; limited **U.S. source.** Credit amount, $5,460. June 12. Abdur Rashid & Co., 48/8 Ramrishna Mission Rd., Dacca 3.

Steel billets, 2 x 2 in. steel slabs 3/6 ft. thick, carbon .6-.7%, 20 tons; hot rolled **carbon steel sheets,** ⅛ in. thick, carbon steel .6-.7%, 20 tons; **M.S. angles,** 1 x 1 x ⅛ in., 3 tons; **M.S. flats,** ¾ x ⅛ in., 3 tons; **M.S. tees,** ¾ x ⅛ in., 3 tons; **M.S. tees,** ¾ x ¾ x ⅛ in., 3 tons; **M.S. hot rolled sheets,** 20 gage, 3 tons, 24 gage, 3 tons. Loan 7; limited **U.S. source.** Credit amount, $10,500. June 12. Casting & Forging, 2 Iswar Das Lane, Dacca 1.

Galvanized iron plain flat sheets, prime quality, 1.25 oz. zinc coating, 3 x 6 ft., 31-34 gage; **plain black sheets,** 26-28 G. Loan 7; limited **U.S. source.** Credit amount, $10,500. June 12. Amanat Metal & Alloy Industries, Chandanpura, Bakalia, Chittagong.

Galvanized steel plain sheets, 1.25 oz. zinc coating per sq. ft., 3 x 8 ft. x 31 G, Rs. 30,000; **M.S. black sheets,** CRCA, 3 x 6 ft. x 18 G, Rs. 5,000; **galvanized iron wire,** bright soft quality, wrapped in 1 cwt. coils, 10 gage, Rs. 2,500, 12 G, Rs. 2,500, 22 G, Rs. 5,000. Loan 7; limited **U.S. source.** Credit amount, $9,450. June 12. Chittagong Steel Works, Malibagh (Siddeswari), Dacca 2.

High carbon steel round single **wire** for doubling purpose, carbon 0.60% max., SWG 26, 27, 22, 24, 30, 32; **round reed wire,** carbon 0.13% max., SWG 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22; **steel edge wire** for reed carbon 0.10% max. SWG 10, 12, 14, 16 G; **flat reed wire,** size 44, 48, 52, 54, 56. Loan 7; limited **U.S. source.** Credit amount, $31,500. June 12. Mallick Industries, 4/5 D.C. Roy Rd., Dacca 1. Cable address: STEELREED, Dacca.

Mild steel CRCA sheets, pickled and oiled, according to ASTM 366-58T, commercial quality, size 8 x 3 ft. and/or 10 x 3 ft., BG 20, 3-6 tons; **mild steel HRCA black sheets,** according to standard American specification, size 10 x 3 ft. and/or 8 x 3 ft., 16-18 BG, 6-9 tons. Loan 7; limited **U.S. source.** Credit amount, $8,148. S/A RM 031725. June 12. Rehman Industries, Alidina Alimohammed Rd., opposite Municipal Bldg., Karachi.

Bright drawn **M.S. wire, half hard,** 16 SWG 20 long tons, 1.80 mm., 20 long tons, 18 BWG, 10 long tons, carbon 0.08/0.13%, manganese, 0.30/0.60%, phosphorus 0.04% max., sulfur 0.05% max., silcon traces. Loan 7; limited **U.S. source.** Credit amount, $10,710. June 12. Alba Industries, Serai Rd., Karachi 2.

Mild steel wire, ordinary Thomas commercial quality in gages 3-14 G, 20 G, 22 G, 24 G, SWG or BWG. Credit amount, $12,726.

High tensile steel wire with tensile strength of 110-20 tons per sq. in., 6, 8, 10, 12, 14 G, BWG or SWG; **mild steel wire,** ordinary Thomas quality in gages 3-14 G, 20, 22, 24 G, SWG or BWG. Credit amount, $38,735.

Loan 7; limited **U.S. source.** June 13. Mustafa R.C.C. Pipe Works, Elphinstone St., Saddar, Karachi.

Screw wire, ordinary Thomas commercial quality, suitable to manufacture wood screws, wire with analysis of carbon 0.8/C.13%, magnesium 0.30/0.50%, sulfur .05% max., phosphorus .05% max., silicon traces. Loan 7; limited **U.S. source.** Credit amount, $8,442. June 13. Keamari Docks, Ltd., Steel House, West Wharf, Karachi. Cable address: SAIFINE.

High silicon electrical **steel sheets,** not pickled, insulated with kaoline on one side, guaranteed max. total core loss 2.63 w. kg. at B.10,000 and 50 c., size 72 x 36 x 018 in., SWG 26, 60 tons.

Foundry quality pig iron, carbon 2.8/3-5% or 3.5-4%, magnesium .3-.6% or .5-.8%, silicon 1.5-2% or 2-3.5%, phosphorus 1-1.5% or 1-1.25%, sulfur .08% max. or .05%, 110 tons.

Mild steel plates, conforming BSS 1449/EN.2, size 10 gage 8 x 4 ft., 12 tons.

Mild steel sheets, CRCA, commercial quality, bright finish, size 6 ft. or 8 x 3 ft. x 20 gage, 10 tons.

M.S. bright shaftings, size 1 and 1½ in. diam., 12 tons.

Alloy steel, size ranging from ½-11 in. in round, flat, or square. Loan 7; limited **U.S. source.** Credit amount $24,633. June 13. Metalex Corp., Ltd., Guram Khan St., Lawrence Rd., Karachi. Cable address: ELECTFANS.

Bright steel nail wire, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 20 gages. Loan 7; limited **U.S. source.** Credit amount, $6,785. June 13. Jupiter Industries, Udhavdas Tarachand Rd., opposite Shoe Market, Lawrence Rd., Karachi.

Machine cast foundry **pig iron,** silicon 3.5-4%, phosphorus 0.5-0.9%, sulfur 0.05% max., manganese 1.00% max., carbon, 3-3.5%. Loan 7; limited **U.S. source.** Credit amount, $12,039. June 13. Solid Ice Cold Storage Co., Karnes St., Lawrence Rd., Karachi. Cable address: GOLDENPAK.

Annealed, cleaned, low carbon basic open **steel wire,** AISI grade C-1020, except sulfur .03% max. and phosphorus .025% max., in coils of 150 lb. each, for making electrically but welded chain, sizes 3, 4, 5, 6, 7 SWG, approx. 37 tons. Loan 7; limited **U.S. source.** Credit amount, $8,750. June 13. Saifee Development Corp., Ltd., 1 South Ave., Sind Industrial Trading Estates, Karachi 16.

G.P. sheets, 30-31 gage in 3 x 6 ft., 1.25

Syria Extends Deadline On Airport Project Bids

The Directorate General of Civil Aviation, Syrian Ministry of Defense, Damascus, has announced extension of the bid deadline from May 22 to 12:00 noon July 3 for the New Damascus International Airport. (FCW, Feb. 26, p. 347.)

International Business
and FOREIGN COMMERCE WEEKLY
Coming June 18

zinc coating, prime quality. Loan 7; limited **U.S. source.** Credit amount, $8,820. June 14. Helal Cottage Industries, Sulak Bahar, P.O. Chawk Bazar, Chittagong.

M.S. billets, prime quality, conforming to American Standard SAE-1020, size 50 mm. or 60 mm. in lengths of 18 ft. or above, heat marks to be die stamped on each piece of billet, maker's test certificate. Loan 7; limited **U.S. source.** June 14. Ahmed Bakhsh & Bros., Ahmed Manzil, 22 Brandreth Rd., Lahore 7. Cable address: NASEEMCO, Lahore.

Steel sheets, galvanized, plain, ASTM-A/93-58T, acid Bessemer, open hearth and electrolytic zinc coating 1.25 oz. per sq. ft., super both sides, size 3 x 8 ft. x 26 gage, 3 x 8 ft. x 28 gage, 3 x 8 ft. x 30 gage. Loan 7; limited **U.S. source.** Credit amount, $11,760. June 14. Bombay Metal Corp., outside Eminabadi Gate, Gujranwala, West Pakistan. Cable address: EAGLE.

Standard quality prime **M.S. billets,** 2, 2½ in. sq., SAE-1020, lengths of 18 ft. or above, with heat mark die stamped thereon and works test certificate. Loan 7; limited **U.S. source.** Credit amount, $51,009. June 14. Lahore Steel Rolling Mills, Taj Rd., Badami Bagh, Lahore. Cable address: AFCO, Lahore.

M.S. plates, size ⅛, ¼, ⅜, ½ in. x 8 x 4 ft.; **M.S. sheets,** CRCA, gages 24, 26, 28 BG x 8 x 3 ft.; **G.P. sheets** with 1.25 oz. zinc coating, gages 24, 26, 28, 30 BG x 8 x 3 ft.; **G.I. pipes** with sockets and thread, 4, 5, 6 in.; foundry quality **pig iron,** carbon 3.5/4.2%, silicon 2.5/3%, sulfur .05/06%, phosphorus .8/1%, manganese .6/1%. Loan 7; limited **U.S. source.** Credit amount, $39,218. June 14. Amin Agencies, Ltd., Wood St., P.O. Box 441, Karachi 2. Cable address: AMINAGELT.

Bright steel nail wire, commercial quality; BWG 8, 5%; BWG 9, 5%; BWG 10, 15%; BWG 12, 25%; BWG 13, 30%; BWG 14, 10%; BWG 15, 10%. Loan 7; limited **U.S. source.** Credit amount, $11,025. June 14. United Pakistan Industries, 337 Dewan Bazar, Chittagong.

Galvanized plain **iron sheets,** 1.25 oz. zinc coating per sq. ft., both face, 3 ft. by 6 ft. by 30 BG, 32 and 34 BG. Loan 7; limited **U.S. source.** Credit amount $9,452. June 14. Pioneer Industrial Works, 68 Nandan Kanan, Chittagong.

Pig iron, machine or sand cast, carbon 3.2 to 4%, mang. 1-1.5%, sil. 2.75 to 3.25, sul. .03 to .05%, phos. 0.3 to 0.6, approx. 350/375 tons.

M.S. rounds, tensile strength 38-42 tons per sq. in., preferably Simon Martin open hearth quality, 2⅝ dia., 3 in. dia., approx. 30 tons.

M.S. plates, Thomas or S. Martin commercial quality, 6 ft. by 4 ft. x ⅛ in., 10-15 tons.

M.S. black sheets, same quality as above, 8 ft. by 4 ft. x 15G., 8 by 4 x 16G., approx. 13 tons.

M.S. angles, same quality, 1¼ by 1¼ by 5/16 in., 2½ by 2½ by 5/16, approx. 8-10 tons.

Traction Equipment Bids Sought by India

India is inviting bids for supply and erection of traction overhead equipment.

The bids are being announced by the General Manager & Chief Engineer, Railway Electrification, Indian Railways, 235 Acharya Jagadish Bose Rd., Calcutta 20. (FCW, May 21, p. 921.)

A copy of specifications and general conditions is available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

M.S. flats, same quality, 13/4 by ⅜, 2 in. by 5/16 in., 3 in. by 5/16, approx. 11-15 tons.

M.S. squares, same quality, 1¼ in. 1⅝ in., 1⅛ in., approx. 4 tons.

Special **steel,** tungsten-chromium shock resisting, for rivet snaps and chipping chisels, black annealed bars 8 to 12 ft., 1 in. diam. and 1¼ in. diam., 4/6 cwt.; high speed tool steel squares, 18% Tungsten, 5% Cobalt, ½ in. by ½ in., approx. 1 cwt.

All above for Loan 7; limited **U.S. source.** Credit amount, $34,381. June 14. Renwick & Co., Pvt., Ltd., P.O. Kushtia, Dist. Kushtia, Cable address: RENWICO KUSHTIA E. PAKISTAN.

Bright hard drawn iron nailwire, unwrapped in catch weight coils, BWG 9, 10, 12, 13, 14; **galvanized iron wire,** bright soft quality BWG 14, 18, 22, 24. Loan 7; limited **U.S. source.** Credit amount, $22,050. June 14. National Wirenail Factory, 25 Bangshal Rd., Dacca.

G.P. sheets, 30 to 31 BG in 3 by 6 ft., 1.25 zinc coating, prime quality. Loan 7; limited **U.S. source.** Credit amount, $5,250. June 14. J. Ali General Engineering Works, Kandirpar, Comilla, Tippera. Cable Address, same.

CRCA M.S. black sheets, size 8 x 3 ft., 24 gage; **G.P. sheets,** 6 x 3 ft., 28 and 30 gage. Loan 7; limited **U.S. source.** Credit amount, $5,292. June 14. Amina Iron & Steel Industries, Karwan Bazar, Tejaon, Dacca 5.

M.S. plates, angles, flat bars, channel, sheets, propeller shaft; round bars; pipings; half round **bars; railroad track materials,** galvanized corrugated **iron steels, galvanized flexible wire; galvanized plain sheets, pipe and fittings; elbows, nipples, circular tempered steel.** Loan 7; limited **U.S. source.** Credit amount, $105,000. June 14. East Pakistan Inland Water Transport Authority, Dacca.★

Electrolytic tinplate waste-waste, temper 6, tin coating 0.25 lb. or heavier, 107 lb. base weight or lighter, 100 long tons; **electrolytic tinplate waste-waste,** soft temper, tin coating 0.25 lb. or heavier, 107 lb. base weight or lighter, 100 long tons; **electrolytic coke** or **terneplate circles,** from 2 to 9 in., 100 long tons; prime **galvanized iron wire,** 10 long tons; prime **galvanized plain iron sheets,** 10 long tons; bright high carbon **spring steel wire,** 10 long tons. Loan 7; limited **U.S. source.** Credit amount, $43,929. S/A No. RM 032373. June 15. Sind Industrial Corp., Lawrence Rd., Karachi 3. Cable: TINWARE, Karachi.★

Galvanized plain sheets, 8 x 3 ft., 1.25 oz. zinc coating, gages 24, 26, 28, 30 BG. Loan 7; limited **U.S. source.** Credit amount, $9,912. S/A No. RM 031739. June 15. Saify Industries, Mohammed Shah St., Old Market, Karachi.

Prime coke, hot dipped tinplates with coating of 1.25 lb. per base box, pot yield, 22½ in. by 30 in. by G30, 107-108 lb., 21 in. by 32½ in. by G30, 107-108 lb., 31⅝ in. by 23 11/16 in. by G30, 107-108 lb.; **electrolytic tinplates,** unassorted with tin-coating of 0.75 lb., per base box, 18¾ in. by 28 in. by G30, 107-108 lb., 18¾ in. by 28 in. by G31, 95 lb. Loan 7; limited **U.S. source.** Credit amount, $10,500. S/A No. RM 031666. June 15. Mohammed Ashfaq Mohammed Ishaq Allahwala, S.I.T.E., Mangopir Rd., Karachi.

Bright nail wire, gages 6, 7, 8, 9, 10, 12, 13, 14, 15, 16, 17, 18, 19, 20, approx. equal assortment of each gage. Loan 7; limited **U.S. source.** Credit amount, $6,785. S/A No. RM 031634. June 15. Capital Wire Nail Co., Block B, B/24/2, Shershah Colony, Karachi.

CRCA mild steel sheets, commercial quality, 16, 20, 24 USG, 3 x 8 ft. Loan 7; limited **U.S. source.** Credit amount, $6,300. S/A No. RM 024762. June 15. Sheikh Mohd Abdullah, Regd., Cycle Manufacturers, Sialkot City.

Galvanized plain sheets, 8 by 3 ft., 1.25 oz. zinc coating, gages 24, 26, 28, 30 BG. Loan 7; limited **U.S. source.** Credit amount, $5,880. S/A No. RM 031752. June 15. Pakdev Metal Industries, Usmanabad, Behind Sind Flour Mills, Ltd., Off. Lawrence Road, Karachi.

Galvanized plain sheets, prime, with 1.25 oz. coating, size 3 by 3, gages 24, 26, 28, 30, rs. 150,000; cold rolled close annealed **M.S. sheets,** size 8 by 3 ft., 28, 30 gage, rs. 50,000; **M.S. steam pipe,** seamless with British thread and sockets, 4, 5, 6 in., rs. 42,000. Loan 7; limited **U.S. source.** Credit amount, $50,820. S/A No. RM 025997. June 15. S. Eshak & Co., Opp. Saify Nagar, Lawrence Rd., Karachi. Cable address: KETIMART.

Galvanized iron plain flat sheets, prime quality, 1.25 oz. zinc coating, 3 by 6 ft., gages 31 to 34, $4,200; **doors and window sections,** $9,450. Loan 7; limited **U.S. source.** Credit amount, $13,650. June 14. The Batali Iron and Steel Industry, Ltd., Quaide Azam Rd., Agrabad, Chittagong.

Pig iron, foundry grade, carbon, 3 to 3.5%, silicon 2.75 to 3.25, phosphorus under .40%, manganese, 1 to 1.5%, sulphur, under .35%, rs. 12,500; **galvanized plain sheets,** 3 by 6 ft., 31 or 32 gage, electric

zinc coating, rs. 5,000; **mild steel rounds,** above 2 in. diam., bright steel rounds in Thomas commercial quality in lengths not over 19 to 20 ft. in bundles of 1 ton greased, diam. of 2 in., 2½ in. and 3 in., rs. 15,000. Loan 7; limited **U.S. source.** Credit amount, $6,824. June 14. M.S.T. Foundry & Engineering Works, 127 Station Rd., Chittagong.

Galvanized corrugated sheets, 1.25 oz. zinc coating, 10/3 in. corrugation, 24 BG 3 by 7 ft., 8 ft. and 10 ft., $10,500, equally divided among sizes; **galvanized iron pipe,** standard weights, ½ in., ¾ in. and 1 in. diam., $3,150, equally divided among these sizes. Loan 7; limited **U.S. source.** Credit amount, $13,650. June 14. East Pakistan Co., Ltd., 22 Serajuddullah Rd., Narayanganj. Cable address: FAITHFULLY.

Nail wire, Thomas quality, BWG No. 8, 9, 10, 12, 13, 14. Loan 7; limited **U.S. source.** Credit amount, $5,250. June 14. Sikander Industries, 37 Chowk Circular Rd., Dacca 1.

Galvanized plain steel sheets, USG 30 ft. x 8 ft. x 3 ft. Loan 7; limited **U.S. source.** Credit amount, $10,500. June 14. Pak Aluminum Factory & Metal Industries, Masoomshah Rd., Multan City. Cable address: BRASS, Multan.

M.S. black iron sheets, rs. 17,000; pig iron, rs. 7,320; **black iron mild steel sheets,** hot rolled, close annealed, commercial quality, 8 by 3 ft., 26 gage; machine cast foundry grade **pig iron,** carbon 3.5-4.2%, silicon, 3-3.5%, manganese 1% max., sulphur, 0.05% max., phosphorus, 0.40%. Loan 7; limited **U.S. source.** Credit amount, $5,107. June 14. Gujrat Fan Manufacturing Cooperative Industrial Society, Court Rd., Gujrat. Cable address: ROYAL FANS.

Galvanized iron flat plain sheets, prime quality, 1.25 oz. zinc coating, size 3 by 6 ft., gages 28 to 34; **galvanized iron wire,** 16 to 30 gage, loan 7; limited **U.S. source.** Credit amount, $7,525. June 15. Popular Wire Netting Ridging Bucket Container Works, Asadgonj, Chittagong.

High silicon, Armco standard tran cor-M-15, uninsulated, **electric steel sheets,** coreless 1.20 watt per lb., at 10,000 gausses, 50 cycles, size 8 by 3 ft. by 26 gage. Loan 7; limited **U.S. source.** Credit amount, $11,970. June 15. Kaycee Industries, Ltd., P.O. Box 143, Lakshmi Mansions, The Mall, Lahore.

G.I. pipes, seamless, with thread and coupling, according to BSS 1387/1947, size 4 in., 5 in. and 6 in. diam. (75%); **M.S. black pipes,** 4, 5, 6 in. diam. (25%). Loan 7; limited **U.S. source.** Credit amount, $19,530. June 15. The Pak Industrial and Trading Corp., Ltd., P.O. Box 71, West End Bldg., 72 The Mall, Lahore.

Steel tubes, cold reduced, welded, suitable for tubular furniture in lengths of 20 ft., or nearest, round, without threads and sockets, size 1½ in. o/d., 16 gage,

(See DLF, page 1018)

TRADE LEADS *Around the World*

● The firms and individuals in the following lists are interested in setting up trade connections in the U.S.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any trade relations with them.

Additional information, as indicated by a star (★), may be borrowed by U.S. firms in this country from the Office of Commercial Services, BIBO, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2381 in Washington).

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC); the SIC Manual, published by the Bureau of the Budget, may be purchased for $2.50 from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available, are indicated by the date they were issued. Where no WTD report is included, the firm or individual is reported to have a good reputation, and a report is being prepared. A description of the reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

149 Miscellaneous Nonmetallic Minerals

Pakistan

Emery. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

200 Food

Bolivia

Wheat grain particularly; canned, packaged foodstuffs generally. Stambuk & Mark (importing distributor), Socabaya 340, La Paz. WTD 5/3/62.

England

Top grade canned, frozen, dehydrated food: Fruits, vegetables, fish, chicken products, herbs, spices. Direct purchase and agency. John F. Seyfried & Sons, Ltd. (merchant broker, importer, exporter), Seal House, 107/8 Upper Thames St., London, E.C.4. WTD 5/7/62.

202 Dairy Products

Belgium

Condensed, powdered, dry skim milk for shipment to Congo. Intercharter (importer, exporter), 52 Blvd. du Jardin Botanique, Brussels. WTD 4/27/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

England

Canned fruit in catering, manufacturers' sizes; dehydrated foods; delicatessen foods. British Merchants Inc., Ltd. (importing distributor), 32 Lime St., London, E.C.3. WTD 5/3/62.

204 Grain Mill Products

Belgium

Rice, flour for shipment to Congo. Intercharter (importer, exporter), 52 Blvd. du Jardin Botanique, Brussels. WTD 4/27/62.

220 Textile Mill Products

Israel

Fabrics for ladies' dresses, blouses, such as chiffon, satin, rayon, velvet, acetate crepe, quilted crepe, quilted synthetics; fabrics for men's shirts. M. Kimelman (manufacturer's agent), P.O. Box 9048, Tel Aviv. WTD 10/18/61.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Denmark

Quilted nylon fabrics for housecoats, bathrobes. Egon Jensen (manufacturer), 9 Korsorvej, Herning. WTD 5/7/62.

Philippines

Upholstery materials of synthetic fibers. Del Rosario Bros., Inc. (importer, manufacturer, distributor), Rita Legarda Bldg., Sta. Mesa Blvd., Manila. WTD 4/27/62.

227 Floor Covering Mill Products

Germany

Carpets. Direct purchase and agency. Hermann Bischoff (importer, exporter, wholesaler), 168 Am Wall, Breman. WTD 5/3/62.

230 Apparel

Trucial States

Women's, men's, children's, babies' outerwear, underwear. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

239 Miscellaneous Fabricated Textile Products

Germany

Curtains, other textiles for interior decoration. Direct purchase and agency. Hermann Bischoff (importer, exporter, wholesaler), 168 Am Wall, Breman. WTD 5/3/62.

Norway

Household curtains of synthetic fibers. Direct purchase and agency. Brodrene Brager-Larsen (manufacturer's agent, importing distributor), 1 H. Heyerdahlsgate, Oslo. WTD 3/30/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Germany

Prefabricated houses. Direct purchase and agency. Hermann Bischoff (importer, exporter, wholesaler), 168 Am Wall, Bremen. WTD 5/3/62.

262 Paper Mill Products

Germany

Greaseproof papers (parchment substitutes), wrapping paper treated with natron. Direct purchase and agency. Wilhelm Hummel (importer, wholesaler), 15 Bruchstr., Osnabrueck. WTD 5/4/62.

280 Chemicals

Pakistan

Chemicals. Direct purchase and agency. K. Hameed Majeed & Bros. (manufacturer, importing distributor), Bazar Almarian, Gujranwala. WTD 4/25/62.

Saudi Arabia

Industrial chemicals for oil refineries, well drilling, water treatment. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein) (importer), P.O. Box 209, Al-Khobar. WTD 2/16/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Australia

Neoprene for industrial safety clothing. Direct purchase and agency. N.V. & L. Trading Co. Pty., Ltd. (manufacturer, distributor), 641-43 Parramatta Rd., Leichhardt, N.S.W.

283 Drugs

Iraq

Drugs, pharmaceuticals. Direct purchase and exclusive agency. M. T. Irani Sons Co. (importer, wholesaler, retailer), Ameen Sq., Rashid St., Baghdad. WTD 9/30/61.

287 Agricultural Chemicals

Syria

Chemical fertilizers. Direct purchase and agency. Et. Mounir Hinedi & Victor Hovaguimian (importing distributor, manufacturer's agent), P.O. Box 851, Bustan Gul-Ab Aleppo. WTD 4/18/62.

Data on Foreign Firms Available To U.S. Businessmen

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D. C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

301 Tires, Inner Tubes

Bolivia

Automobile tires. Renjel y Barbera (importer), E. Velasco Galvarro 1480, La Paz. WTD 5/3/62.

Syria

All kinds of tires, tubes. Direct purchase and agency. Et. Mounir Hinedi & Victor Hovaguimian (importing distributor, manufacturer's agent), P.O. Box 851, Bustan Gul-Ab, Aleppo. WTD 4/18/62.

306 Fabricated Rubber Products

Philippines

Rubberized upholstery materials. Del Rosario Bros., Inc. (importer, manufacturer, distributor), Rita Legarda Bldg., Sta. Mesa Blvd., Manila. WTD 4/27/62.

U.A.R. (Egypt)

Rubber cots, aprons for textile machinery. Selected Textile Industries Association "STIA," S.A.E. (spinner, weaver, manufacturer), Nouzha, Alexandria. WTD 5/7/62.

307 Miscellaneous Plastics Products

Australia

Neoprene gloves. Direct purchase and agency. N.V. & L. Trading Co. Pty., Ltd. (manufacturer, distributor), 641-43 Parramatta Rd., Leichhardt, N.S.W.

Philippines

Plastic upholstery materials. Del Rosario Bros., Inc., (importer, manufacturer, distributor), Rita Legarda Bldg., Sta. Mesa Blvd., Manila. WTD 4/27/62.

314 Footwear

Trucial States

Women's, men's, children's, babies' footwear. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

322 Glass, Glassware

England

Table glassware. Direct purchase and agency. Urland Trading Co., Ltd. (importing distributor, manufacturer's agent), 12 Fulwood Pl., London, W.C.1. WTD 5/7/62.

Italy

Top quality table crystal. Direct purchase and agency. D.I.R.E.-Depositi, Importazioni, Rappresentanze Esportazioni (retailer), Via del Tritone 99/100, Rome.

326 Pottery

England

Pottery lamp bases, all kinds of pottery. Direct purchase and agency. Urland Trading Co., Ltd. (importing distributor, manufacturer's agent), 12 Fulwood Pl., London, W.C.1. WTD 5/7/62.

Italy

Top quality china. Direct purchase and agency. D.I.R.E. Depositi, Importazioni, Rappresentanze Esportazioni (retail dealer), Via del Tritone 99/100, Rome.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Pakistan

Grinding wheels. M.F. Elahi & Co.

(East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

330 Primary Metal Industry Products

Pakistan

Iron, steel, ferrous, nonferrous metals. Direct purchase and agency. K. Hameed Majeed & Bros. (manufacturer, importing distributor), Bazar Almarian, Gujranwala. WTD 4/25/62.

331 Steel Mill Products

Bolivia

Material for automotive springs, Renjel y Barbera (importer), E. Velasco Galvarro 1480, La Paz. WTD 5/3/62.

Indonesia

Raila, crossings, switches for Indonesian State Railways. Basuki Trading Co., Ltd. (commission merchant), Djalan Bandjarmasin 7, Djakarta. WTD 4/24/62.

Pakistan

Stainless-steel flats, rounds, sheets, wire. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

Stainless steel. Peterson Pipe Co. (exporter), opposite Murray College, Sialkot City. WTD 4/25/62.

Carbon steel flats. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

Saudi Arabia

Steel pipe for oil industry; casing, tubing for oil wells, oil industry, water wells; steel wire ropes. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein), (importer), P.O. Box 209, Al-Khobar. WTD 2/16/61.

335 Rolling, Drawing, Extruding Nonferrous Metals

Netherlands Antilles

Aluminum sheets, blanks for auto license plates, traffic signs. Direct purchase and agency. Baardse Trading Co. Aruba Inc. (importer, wholesaler, retailer, agent), 5 Wilhelminastraat, Oranjestad, Aruba. WTD 4/24/62.

Pakistan

Nickel anodes. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

Nonferrous metals. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

339 Miscellaneous Primary Metal Industry Products

Afghanistan

Nails. Habibullah Khudadad (importer, exporter), Second Part of Jade Maiwand, Kabul. WTD 5/1/62.

342 Cutlery, Handtools, General Hardware

Afghanistan

Handtools, hinges. Habibullah Khudadad (importer, exporter), Second Part of Jade Maiwand, Kabul. WTD 5/1/62.

344 Fabricated Structural Metal Products

Germany

Prefabricated houses. Direct purchase and agency. Hermann Bischoff (importer, exporter, wholesaler), 168 Am Wall, Bremen. WTD 5/3/62.

India

Compressed gas cylinders with capacity of 200 c. ft.: 25,000 oxygen, 2,500 acetylene. Surajmal Mohta & Co. Pvt., Ltd. (investor), 2 Brabourne Rd., Calcutta 1. WTD 12/5/60.

345 Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers

Afghanistan

Screws, nuts, and bolts. Habibullah Khudadad (importer, exporter), Second Part of Jade Maiwand, Kabul. WTD 5/1/62.

349 Miscellaneous Fabricated Metal Products

Saudi Arabia

Pipe fittings, valves, couplings. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein), (importer), P.O. Box 209, Al-Khobar. WTD 2/16/61.

352 Farm Machinery, Equipment

Netherlands

Tractors, fork lifts, not now imported in Netherlands. N.V. Auto Palace (importer, wholesaler), P.O. Box 148, 's-Gravenhage. WTD 10/20/61.

Syria

Agricultural wheel tractors, implements. Direct purchase and agency. Et. Mounir Hinedi & Victor Hovaguimian (importing distributor, manufacturer's agent), P.O. Box 851, Bustan Gul-Ab, Aleppo. WTD 4/18/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Indonesia

Soil test equipment: 3 drill rigs, approx. $27,000 each; buckets for tin ore dredges. Basuki Trading Co., Ltd. (commission merchant), Djalan Bandjarmasin 7, Djakarta. WTD 4/24/62.

354 Metalworking Machinery, Equipment

Italy

Machinery, equipment for manufacturing punched uprights of cold rolled steel for holding shelves and various size shelves. C.A.U., Costruzioni Acciaio Unificate (manufacturer), Via Casilina 1038, Rome.

Machines for processing metal plate, tube for furniture manufacture: Shearing machines, metal guillotines, circular sawing machines, furniture tube bending machines, plate shaping machines, drilling machines, hinge fastening machines. Taverna & Astarita (manufacturer), Via Allesandro Cialdi 27, Rome.

Mexico

Automatic tack making machine for blue tacks, fancy upholstery tacks from wire or strip steel. Alberto Sada G. (investor), Edificio Banco de Comercio 511, Monterrey, N.L. WTD 2/27/62.

Pakistan

Machine screws, steel files. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

355 Special Industry Machinery

British Guiana

Machinery to manufacture drinking straws. Edward B. Beharry & Co., Ltd. (importing distributor, manufacturer, commission merchant), 161, 191 Charlotte St., Georgetown. WTD 5/12/61.

Paper wrapping machine for cookies, crackers, biscuits. Continental Biscuit Co., Ltd. (manufacturer), 4 Ruimveldt, East Bank, Demerara. WTD 5/10/62.

356 General Industrial Machinery, Equipment

Honduras

Machinery, equipment to manufacture ceramic tiles, dinnerware; engineering, technical assistance requested to establish plant. Jacobo I. Weizenblut (importer, wholesaler, retailer), P.O. Box 70, San Pedro Sula, Cortes. WTD 6/22/52.

Northern Ireland

Compressed air, spray equipment for paints. Direct purchase and agency. Paints & Equipment, Ltd. (manufacturer's agent), 75 Ormeau Rd., Belfast. WTD 5/7/62.

Saudi Arabia

Water pumps for irrigation. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein) (importer), Box 209, Alkhobar. WTD 2/16/61.

Ball bearings, bushings, fittings of all kinds. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein) (importer), P.O. Box 209, Alkhobar. WTD 2/16/61.

358 Service Industry Machines

Pakistan

Vacuum pump and equipment, dehydrating equipment for evacuating refrigeration compressors, systems. Direct purchase and agency. International Friends (importing distributor, manufacturer, dealer), Czernin Palace, Bank Sq., The Mall, Lahore. WTD 4/12/62.

Saudi Arabia

High quality room air conditioners. Abdul-Rehman Suleiman Balghuneim & Bros. (importer, wholesaler, commission agent), P.O. Box 111, Amir Khalid St., Alkhobar. WTD 6/15/61.

Syria

Air-conditioning, refrigerating equipment. Direct purchase and agency. Et. Mounir Hinedi & Victor Hovaguimian (importing distributor, manufacturer's agent), P.O. Box 851, Bustan Gul-Ab, Aleppo. WTD 4/18/62.

Trucial States

Room air conditioners. Bhagwandas Parshotamdas & Bros. (importer, wholesaler), P.O. Box 485, Dubai. WTD 5/9/61.

362 Electrical Industrial Apparatus

Indonesia

Manganese welding wires in rods, coils. Basuki Trading Co., Ltd. (commission merchant), Djalan Bandjarmasin 7, Djakarta. WTD 4/24/62.

Saudi Arabia

Electric power generators of various capacities, sizes. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein) (importer), P.O. Box 209, Al-Khobar. WTD 2/16/61.

Venezuela

Electric equipment for factory installations. Direct purchase and agency. Agencia Panamericana C.A. (importing distributor, manufacturer's agent), Edificio Naco, Madrices a Ibarras, Caracas. WTD 3/15/62.

363 Household Appliances

Ecuador

New, rebuilt refrigerating units, parts to assemble for any standard size household kerosene refrigerator. Jose F. Rebolledo L. (exporter, importer, agent, retailer), Calle Ximena 411 y Padre Solano, P.O. Box 3406, Guayaquil.

Iran

Small kerosene stoves with simple wick arrangement, competitively priced. Direct purchase and exclusive agency. Boyuk Zeroofchi (importer, exporter, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

Malaya

Electric appliances, 220 v., a.c., 50 c. Direct purchase and agency. United Malaya Commercial, Ltd. (importing wholesaler, commission agent, manufacturer's representative), 43/53 Penang Rd., Penang. WTD 5/7/62.

Saudi Arabia

Electrical household appliances; liquid propane gas operated stoves, cookers, ranges; high quality only. Abdul-Rehman Suleiman Balghuneim & Bros. (importer, wholesaler, commission agent), P.O. Box 111, Amir Khalid St., Alkhobar. WTD 6/15/61.

Korea Opens New Tenders To U.S. Bidders

Two new Korean tenders, estimated at $1.67 million, have been opened to U.S. bidders.

Bid invitation KFX 2045-F, estimated at $1,434,000, calls for supply and delivery of railway coach materials including structural steel shapes, steel plates, axles, lumber, and rolling bearings; bid deadline June 5.

Bid invitation KFX-2046-S, estimated at $245,000, calls for procurement of radio telephone equipment including frequency selective voltmeters, oscillators, oscilloscopes, crosstalk attenuation measuring sets, and level recorders; bid deadline June 21.

Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul.

Copies of the tenders may be obtained from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Bidding is worldwide, and port of discharge is Pusan.

Household appliances: Washers, refrigerators, irons, vacuum cleaners, toasters. Direct purchase and agency. Salim Bin 'Abd al-Karim al-Sa'di (importing distributor), P.O. Box 52, Riyadh. WTD 5/3/62.

Syria

Electric heating equipment. Direct purchase and agency. Et. Mounir Hinedi & Victor Hovaguimian (importing distributor, manufacturer's agent), P.O. Box 851, Bustan Gul-Ab, Aleppo. WTD 4/18/62.

Trucial States

Electrical household appliances such as refrigerators, washers, heaters, vacuum cleaners, irons. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

Electric refrigerators, freezers, washing machines, fans, vacuum cleaners, heaters, mixers, similar home electrical appliances. Bhagwandas Parshotamdas & Bros. (importer, wholesaler), P.O. Box 485, Dubai. WTD 5/9/61.

364 Electric Lighting, Wiring Equipment

England

Lighting glassware. Direct purchase and agency. Urland Trading Co., Ltd. (importing distributor, manufacturer's agent), 12 Fulwood Pl., London, W.C.1. WTD 5/7/62.

Iran

Mantle type kerosene lanterns, competitively priced. Boyuk Zeroofchi (importer, exporter, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

365 Radio, Television Sets

Panama

Television sets; new, used, surplus. Centro Television, S.A. (wholesaler, retailer), Aptdo. 7432, Panama. WTD 5/11/62.

Saudi Arabia

Phonograph records of classical, popular music. Abdul-Rehman Suleiman Balghuneim & Bros. (importer, wholesaler, commission agent), P.O. Box 111, Amir Khalid St., Alkhobar. WTD 6/15/61.

Radios, clock radios. Direct purchase and agency. Salim Bin 'abd al-Karim al-Sa'di (importing distributor), P.O. Box 52, Riyadh. WTD 5/3/62.

Trucial States

Radios: Transistorized small, portable sets. Bhagwandas Parshotamdas & Bros. (importer, wholesaler), P.O. Box 485, Dubai. WTD 5/9/61.

367 Electronic Components, Accessories

Panama

Television electronic components. Centro Television, S.A. (wholesaler, retailer), Aptdo. 7432, Panama. WTD 5/11/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Bolivia

Automotive batteries. Renjel y Barbera (importer), E. Velasco Galvarro 1480, La Paz. WTD 5/3/62.

371 Motor Vehicles, Equipment

Bolivia

Automotive spare parts. Renjel y Barbera (importer), E. Velasco Galvarro 1480, La Paz. WTD 5/3/62.

Netherlands

Passenger cars, trucks not now imported in Netherlands. N. V. Auto Palace (importer, wholesaler), P.O. Box 148, 's-Gravenhage. WTD 10/20/61.

Pakistan

Circular wire wheels. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

399 Miscellaneous Manufacturing Industry Products

Belgium

All kinds of leather, plastic advertising specialties, such as clocks, pencils, ashtrays, calendars. Maroquinerie Jean Houssa (importer, manufacturer), 99 rue St. Gilles, Liege. WTD 4/27/62.

506 Miscellaneous Wholesale Products

Pakistan

Secondhand clothing. Direct purchase

and agency. K. Hameed Majeed & Bros. (manufacturer, importing distributor), Bazar Almarian, Gujranwala. WTD 4/25/62.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Philippines

Canned meats, fish, other foodstuffs. Malabanan Bros., Inc. (importing distributor, manufacturer's agent), 605 Trade & Commerce Bldg., Juan Luna, Manila. WTD 5/8/62.

209 Miscellaneous Foods

Pakistan

Stand oil (lithographic oil): Specific gravity 30°C., 0.954-0.960, saponification value 188-1,960; acid value 6-11, absolute viscosity 30°C., 14-16, color by transmitted light in ½ in. cell not deeper than Lovibond Lubrication Oil Standard No. 4. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

220 Textile Mill Products

Denmark

Textile products for foundation garment industry. Vabo Korsetfabrik (importer, manufacturer), 118 Gladsaxevej, Copenhagen Soborg. WTD 5/2/62.

Materials for foundation garment industry. Silhouet Korsetfabrik A/S (importer, manufacturer), 7 Skyttegade, Copenhagen N. WTD 5/2/62.

Apparel fabrics of wool, worsted, cotton, artificial silk, real silk, synthetic fibers, mixtures. Theodor Seehusen (manufacturer's agent), 21 Vingaardstraede, Copenhagen K. WTD 5/3/62.

All kinds of piece goods: Cotton, wool, nylon, synthetic fibers. Svend Mortensen (manufacturer's agent), 10 Ostergade, Copenhagen K. WTD 5/4/62.

New Zealand

Textile piece goods of cotton, rayon. Overseas Commodities, Ltd. (agent, importer, distributor), P.O. Box 1934 (89 Cambridge Tce.), Christchurch. WTD 4/19/62.

Philippines

Cotton, rayon, silk textiles; leatherette remnants 2-50 yd.; upholstery materials. Malabanan Bros., Inc. (importing distributor, manufacturer's agent), 605 Trade & Commerce Bldg., Juan Luna, Manila. WTD 5/8/62.

Trinidad

Cotton shirtings, cotton drills, denims, dress fabrics. Exclusive agency. Indian Commercial Co. (manufacturer's agent, commission merchant), 38 Frederick St. (P.O. Box 408), Port of Spain. WTD 4/27/62.

229 Miscellaneous Textile Goods

South Africa

Lace for lingerie. L. J. Greatwood & Co. (Pty), Ltd. (manufacturer's agent), 52 St. Georges St., P.O. Box 2282, Cape Town.

230 Apparel

Philippines

Men's wear, accessories. Rustan Commercial Corp. (importing distributor), 1455 San Marcelino, Malate, Manila.

234 Women's, Misses', Children's, Infants' Undergarments

Philippines

Lingerie. Rustan Commercial Corp. (importing distributor, retailer), 1455 San Marcelino, Malate, Manila.

239 Miscellaneous Fabricated Textile Products

Trinidad

Household articles, furnishings, draperies. Exclusive agency. Indian Commercial Co. (manufacturer's agent, commission merchant), 38 Frederick St. (P.O. Box 408), Port of Spain. WTD 4/27/62.

252 Office Furniture

Ireland

Office furniture. Lawson Supply Co., Ltd. (importing distributor), Lawson House, Fleet St., Dublin.

264 Converted Paper, Paperboard Products

Norway

Index tabbing in strips, insertable, transparent, preferably self-adhesive. H. Hafnor (importing distributor, manufacturer's agent), Tollbugaten 11, Oslo. WTD 4/4/61.

280 Chemicals

Pakistan

Lead oxides: Nonsetting red lead, Pb_3O_4 (battery grade), white lead, litharge; zinc oxides, 70% ZnO to 97% ZnO (leaded and lead-free); inorganic, organic pigments for paints, pottery, glass, leather industries; excelerators, oxidents, antioxidents, blowing agents for rubber industries. Perfect Pottery Works (manufacturer's agent, commission merchant), Khadim Ali Rd., P.O. Great Heart, Sialkot City. WTD 5/11/62.

281 Industrial Chemicals

Brazil

Chemical raw materials, products. Sociedad Exportadora e Importadora Transmar, Ltda. (manufacturer's agent), Ave. Rio Branco 138, Rio de Janeiro. WTD 6/6/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Philippines

Plastic sheets, sheetings. Malabanan Bros., Inc. (importing distributor, manufacturer's agent), 605 Trade & Commerce Bldg., Juan Luna, Manila. WTD 5/8/62.

283 Drugs

Ceylon

Insulin. Ammac Corp. (importing distributor), 122 Main St., Colombo. WTD 12/21/60.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands

Waxes, dressings, finishing agents for leather. C.V.J. Wildeman & Co. (importing distributor), 86 Stationsstraat, Waalwijk.

Philippines

Cosmetics. Rustan Commercial Corp. (importing distributor), 1455 San Marcelino, Malate, Manila.

291 Petroleum Refining

Qatar

Lubricating motor oil. Abdulrehman Bin Abdulla Abedan Fakhree & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 254, Doha. WTD 5/6/62.

299 Miscellaneous Petroleum, Coal Products

Philippines

Brake fluid. Pacific European Trading Corp. (manufacturer's agent), P.O. Box 3265, Manila.

360 Fabricated Rubber Products

Denmark

Rubber products for foundation garment industry. Vabo Korsetfabrik (importer, manufacturer), 118 Gladsaxevej, Copenhagen, Soborg. WTD 5/2/62.

Philippines

Rubberized cotton fabrics. Malabanan Bros., Inc. (importing distributor, manufacturer's agent), 605 Trade & Commerce Bldg., Juan Luna, Manila. WTD 5/8/62.

307 Miscellaneous Plastics Products

New Zealand

Soft plastic sheeting, tablecloths, mats. Overseas Commodities, Ltd. (agent, importer, distributor), P.O. Box 1934 (89 Cambridge Tce.), Christchurch. WTD 4/19/62.

Philippines

Plastic kitchenwares. Rustan Commercial Corp. (importing distributor), 1455 San Marcelino, Malate, Manila.

311 Leather Tanning, Finishing

Netherlands

Leather for footwear, leatherware.

C.V.J. Wildeman & Co. (importing distributor), 86 Stationsstraat, Waalwijk.

Philippines

Shoe leathers. Malabanan Bros., Inc. (importing distributor, manufacturer's agent), 605 Trade & Commerce Bldg., Juan Luna, Manila. WTD 5/8/62.

330 Primary Metal Industry Products

Pakistan

Iron, steel of all sorts; ferrous, nonferrous metals. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

336 Nonferrous Foundry Products

Philippines

Cast aluminum kitchenwares. Rustan Commercial Corp. (importing distributor), 1455 San Marcelino, Malate, Manila.

342 Cutlery, Handtools, General Hardware

New Zealand

Handtools, kitchenware. Overseas Commodities, Ltd. (agent, importer, distributor), P.O. Box 1934 (89 Cambridge Tce.), Christchurch. WTD 4/19/62.

Philippines

Cutlery, kitchen handtools. Rustan Commercial Corp. (importing distributor), 1455 San Marcelino, Malate, Manila.

346 Metal Stampings

Netherlands Antilles

Round metal boxes for drugs, pills, ointments, powders, in 4 oz., larger sizes. Oranjestad Agencies (E.A. Kwetser), 19 Fahrenheitstraat, Oranjestad, Aruba. WTD. 1/10/61.

Philippines

Stamped, spun aluminum, stainless steel, stamped metal kitchenwares. Rustan Commercial Corp. (importing distributor), 1455 San Marcelino, Malate, Manila.

351 Engines, Turbines

England

Outboard diesel, gasoline marine engines for firm's branch in Chittagong, East Pakistan. Steel Brothers & Co., Ltd. (East India and general merchant), 26/28 Fenchurch St., London, E.C.3. WTD 5/12/62.

Qatar

Diesel marine engines. Abdulrehman Bin Abdulla Abedan Fakhree & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 254, Doha. WTD 5/6/62.

352 Farm Machinery, Equipment

England

Agricultural tractors, 4 wheel, 10 to 12 h.p., 2 or 4 cylinder water or air-cooled; rugged construction suitable for towing triple 36 in. gang grass mowers at approx. 15 m.p.h. Foxwarren Machinery Services, Ltd. (agent), Redhill Rd., Cobham, Surrey. WTD 6/24/60.

Ireland

Agricultural machinery: Forage harvesters, tractor low volume sprayers, small tractor driven combines. M. Rowan & Co., Ltd. (seed merchant), 51 Capel St., Dublin.

Light agricultural equipment, particularly light seed dressing equipment, spraying equipment. Agricultural Services, Ltd., 67 Adelaide Rd., Dublin.

354 Metalworking Machinery, Equipment

Germany

Heavy machine tools such as drilling machines, vertical turret boring and turning machines, planing machines. Werner Ebert (commission merchant), 19 Augusta-Str., Duesseldorf. WTD 4/27/62.

357 Office, Computing, Accounting Machines

Ireland

Adding, calculating, copying, dictating machines; typewriters. Lawson Supply Co., Ltd. (importing distributor), Lawson House, Fleet St., Dublin.

U.A.R. Invites Tenders For Castor Oil Mill

The United Arab Republic is inviting bids until Sept. 20 for supply and erection of a castor oil mill at El Arish.

Capacity of the mill is to be 10 tons daily of castor seeds.

Complete plans of building and equipment with all auxiliaries and accessories should be submitted to the General Organization for Executing the 5-Year Plan, 6 Khalil Agha St., Garden City, Cairo, and must be accompanied by a provisional deposit of 2% of the value of the contract.

Detailed drawings of the following items are required to be submitted in English: Layout of the machinery in the building; layout of different pipe lines and connections inside the building, such as for cold and hot water, oil, and steam; drainage system inside the building; electric installations and connections to the machines; and detailed instructions and drawings for running the machines.

Additional information is available on loan to firms in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

358 Service Industry Machines

Pakistan

Air conditioners, water coolers. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

Qatar

Air conditioners, especially window room units. Abdulrehman Bin Abdulla Abedan Fakhree & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 254, Doha. WTD 5/6/62.

Saudi Arabia

Room air conditioners. Mohamed Abdulraham or Abdurrahman Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Alkhobar. WTD 3/18/62.

362 Electrical Industrial Apparatus

Philippines

Graphite electrodes. Pacific European Trading Corp. (manufacturer's agent), P.O. Box 3265, Manila. Specifications.★

Venezuela

Heavy electrical machinery such as generating sets, electric light plants, electromechanical assemblies, electric engines, transformers. Sumatelco C.A. (importing distributor, commission merchant, manufacturer's agent), Edif. Sudameris, Ave. Urdaneta, Caracas. WTD 3/8/62.

363 Household Appliances

Ireland

Solid fuel cookers, gas cookers, appliances. Agricultural Services, Ltd., 67 Adelaide Rd., Dublin.

Pakistan

Refrigerators. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

Philippines

Household electrical appliances. Malabanan Bros., Inc. (importing distributor, manufacturer's agent), 605 Trade & Commerce Bldg., Juan Luna, Manila. WTD 5/8/62.

Saudi Arabia

Refrigerators, washing machines, other electric household appliances. Al-'Alaman (importer, retailer, wholesaler, manufacturer), P.O. Box 70, Riyadh, or P.O. Box 112, Alkhobar. WTD 4/29/62.

Wringer, automatic type washing machines; refrigerators, and freezers. Mohamed Abdulrahman or Abdurrahman Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Alkhobar. WTD 3/18/62.

365 Radio, Television Sets

England

Electronic equipment. Smith & Eltherington, Ltd. (importing distributor), 23

Upper Brook St., London, W.1. WTD 5/11/62.

South Africa

Prerecorded tapes of U.S. dance music, entertainment, operettas, operas, classics; hi-fi, stereo; 2, 4, monaural channel; 7 in. reels, 7½ i.p.s.; 5 in. reels, 3¾ i.p.s. H. D. Busse (Pty), Ltd. (manufacturer's agent), 810 Grade Parade Center, P.O. Box 4509, Cape Town. WTD 4/4/61.

366 Communication Equipment

England

Electronic communication equipment. Smith & Eltherington, Ltd. (importing distributor), 23 Upper Brook St., London, W.1. WTD 5/11/62.

Ireland

Telephone answering machines. Lawson Supply Co., Ltd. (importing distributor), Lawson House, Fleet St., Dublin.

367 Electronic Components, Accessories

England

Electronic components. Smith & Eltherington, Ltd. (importing distributor), 23 Upper Brook St., London, W.1. WTD 5/11/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Pakistan

Car lighting batteries for trains. Lona Traders (commission merchant), 19-A Hall Rd., Lahore. WTD 3/28/62.

374 Railroad Equipment

Pakistan

Railway wagon bogies. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

384 Surgical, Medical, Dental Instruments, Supplies

Philippines

Surgical, sterilizing instruments. Inhelder, Inc. (importing distrbutor, manufacturer's agent), P.O. Box 2045, Manila, or 41 Pioneer St., Mandaluyong, Rizal. WTD 10/18/61.

391 Jewelry, Silverware, Plated Ware

New Zealand

High quality stainless-steel table flatware, hollowware, 18/8 satin finished or mirror polished. Overseas Commodities, Ltd. (agent, importer, distributor), P.O. Box 1934, or 89 Cambridge Tce., Christchurch. WTD 4/19/62.

International Business
and Foreign Commerce Weekly

Coming June 18

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

208 Brandy, Wine, Spirits

France

Armagnac brandy in fancy glass bottles, de luxe containers or 75-cl. glass bottles, good to best quality, large quantities. Direct or through agents. Ets. Gelas & Cie. (producer, wholesaler, exporter), Vic-Fezensac, Gers. WTD 7/13/61. Descriptive leaflets.★

228 Yarn Spinning Mills

Egypt

Cotton yarns, counts from 12-60, carded and combed, single and ply, gassed yarns. Direct or through agents. Egyptian Spinners' Mills (manufacturer), 90 Azhar St., Cairo, U.A.R. (Egypt).

238 Miscellaneous Apparel

Germany

Knit underwear, outerwear for babies, children, such as overalls, creepers, pullovers, slacks, dresses, shirts, pants, sweaters, lumberjacks, doll clothes. Krimmel & Cie. (manufacturer, exporter), 74 Tuebinger Strasse, Reutlingen/Wuerttemberg. WTD 1/15/62.

396 Handicraft Novelties

Tanganyika

Ebony carvings. N. Kirk (manufacturer), P.O. Box 39, Mtwara. WTD 5/16/62.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

Mrs. E. Rones, representing Rones Handbags Pty., Ltd., 10 Dixon St., Sydney, interested in importing **evening bags, novelty material, handbag frames,** as well as other lines of novelty handbags; also exporting better grade leather handbags to U.S. May 25 via Honolulu for 3 weeks; c/o 6409 Waggooner Dr., Dallas 30. Itinerary: San Francisco, Dallas, New York.

Arthur Leebold, representing Avmar Pty., Ltd., 349 Victoria Rd., Drummoyne, Sydney, N.S.W., interested in direct purchase or manufacture under license of **aviation and marine equipment,** such as accessories, navigation equipment, training aids, survival equipment, and instrumentation; also technical information on aviation and marine equipment. June 9 via Miami for approx. 2½ months; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Miami, Dallas, Chicago, New York, Los Angeles, San Francisco.

J. B. Mackaness, representing Vincent Bros. Pty., Ltd., 947 Victoria Rd., West Ryde, Sydney, interested in licensing agreement for manufacture of **detergents** and **floor waxes;** also in appointing West Coast agent or licensee for floor polishing machinery. June 2 via Boston for 5 weeks; c/o Highland Laboratories, Inc., 198 Highland St., Hollister, Mass. Itinerary: Boston, New York, Chicago, Detroit, Los Angeles, San Francisco.

Edgar Archefald Kalinin, representing Kalindale Products Pty., Ltd., Evesham St., Moorooka, Brisbane, interested in concluding licensing arrangements for manufacture of **tubular furniture** and **decorative metalwork;** also technical information. Early June via New York for 6 weeks; c/o Australian Consulate General, 245 Fifth Ave., New York. Itinerary: New York, Detroit, Salt Lake City, Los Angeles, San Francisco, Seattle.

K. Worsley, representing E. J. Worsley Pty., Ltd., 3 Chalmers Crescent, Mascot, N.S.W., interested in direct purchase of **nuts, dried fruits, rice,** and **other food products.** Early June via New York for 3 months; c/o American Express Co., 65 Broadway, New York. Itinerary: New York, Boston, Philadelphia, Detroit, Chicago, San Francisco, Los Angeles.

Mr. and Mrs. F. G. Young, Directors, Young's Grocery Pty., Ltd., 98 Collins St., Melbourne, Victoria, interested in meeting with manufacturers of *fine foods* to discuss possibilities of concluding agency agreements; also visiting grocery retail outlets 6,000-12,000 sq. ft. in size). June 5 via New York for 2-3 months; c/o First National City Bank, New York; National Cash Register Co., Dayton. Itinerary: New York, Dayton, San Francisco, possibly other cities.

Robert H. Greig, Director, Greig Bros. Agencies Pty., Ltd., 147 Flinders Lane, Melbourne, Victoria, interested in meeting with U.S. manufacturers of **cotton dress fabrics** or **printed cotton furnishing fabrics** with view to obtaining representation in Australia; also textile fabric trade associations, particularly in New York. June 8 via San Francisco for 2 weeks; c/o Titus Blatter & Co., 261 Fifth Ave., New York 16. Itinerary: San Francisco, Chicago, New York.

Leonard K. Stone, representing John W. Stamp Pty., Ltd., 235 Cardigan St., Carlton, Melbourne, Victoria, interested in **packaging and printing machinery;** also technical information. June 10 via

Boston for 2 weeks; c/o Australian Consulate General, 636 Fifth Ave., New York. Itinerary: New York, Chicago, Kansas City, San Francisco.

Austria

W. J. Punzengruber, representing Maschinenhandel Import-Export W. J. Punzengruber, 72 Mariahilferstrasse, Vienna VII, interested in importing **tools, machines, machine tools** of various kinds (press brakes, lathes, hydraulic presses, milling machines, special machinery for ball bearing and automobile industries; special industry machinery); also in technical information. June 9 via New York for 2 weeks; c/o Otto M. Spitz, Austrian Trade Delegate, 31 E. 69th St., New York 21. Itinerary: New York.

Ceylon

C. E. Peries, representing C. E. Peries & Co., 88 Turret Rd., Colombo, interested in importing **sulfur dust, sodium bisulphide, formic and oxalic acid, synthetic netting;** also in purchasing canning equipment for canning pineapples; exporting tea, coconut oil, and ilmenite; also in technical information on canning industry and visiting pineapple-canning factory. Late May or early June via Honolulu for 2 weeks; c/o Continental Ore Corp., 500 Fifth Ave., New York. Itinerary: Seattle, San Francisco, Los Angeles, New York, Honolulu.

Colombia

Guillermo Gaviria T, General Manager, Parqueaderos "Gar" Ltda., Bogotá, operators of **parking facility** chain, interested in meeting with U.S. firms engaged in related lines of activity; particularly in obtaining information on recent developments in equipment and techniques. June 7 via New York for 2 weeks; c/o Consulate General of Colombia, 444 Madison Ave., New York. Itinerary: New York, Chicago, San Francisco, Los Angeles.

Costa Rica

Carlos Gutierrez, representing La Continental, Ltda., Aptdo 191, Alajuela, interested in **prefabricated steel building** for use as school gymnasium. June 1 via Los Angeles for 2 weeks; c/o Costa Rica Consulate, Los Angeles. Itinerary: Los Angeles, San Francisco, Seattle.

India

D. Kumar, representing World Wide Engineers (Pvt.), Ltd., 80 Golf Links, New Delhi, interested in meeting with American firms seeking Indian collaboration, market surveys, and/or feasibility reports on Indian industries. May 17 via New York for 1 month; c/o Indian Embassy, Washington, D.C. Itinerary: Chicago, Kansas City, New York, Boston, San Francisco.

Pratap Singh, representing Orissa Textile Mills, Ltd., 33 Chittaranjan Ave., Calcutta 12, interested in exporting **cotton textiles** and purchasing cotton textile machinery. June 7 via Seattle for 2 weeks; c/o Hotel Essex House, 160 Central Park South, New York. Itinerary: Seattle, San Francisco, Los Angeles, Las Vegas, Salt Lake City, Denver, Washington, New York.

Iran

Mehdi Vadpey, President, Mehdi Vadpey Co., Shemiran Zargandeh, Tehran, machinery manufacturer, interested in meeting with U.S. firms engaged in similar lines of activity to discuss possibilities of establishing **glass-tumbler plant** in Iran; also technical information on automatic glass-tumbler-making machinery. June 1 via San Francisco for 1 or 2 months; c/o Hassein Alagheband, 880 25th Ave., Apt. 302, San Francisco. Itinerary: San Francisco, New York.

Italy

Marcello Lang, representing Luigi Lang, S.r.l., Via Ugo Foscolo 3, Milan, interested in acting as buying agents in Italy for American concerns. Early June via New York for 2 weeks; c/o Mallory Outerwear, 1410 Broadway, New York 18. Itinerary: New York, Washington, Chicago.

Jamaica

George Daley, representing Blue Hill Signs, 14 Sackville Rd., Kingston 3, interested in meeting with manufacturers of **street and highway signs,** and materials for making signs. June 3 via New York for 1 month; c/o Knickerbocker Hotel, 120 W. 45th St., New York. Itinerary: New York, New Haven, Milwaukee, Chicago.

Dudley Ho Sang, representing Dudley Ho Sang & Co., 71 Orange St., Kingston, interested in visiting **abattoirs** and **packing houses** with view to buying meat products. Early June via New York for indefinite visit; c/o Flatbush Laboratories, 2700 Church Ave., Brooklyn 26, N.Y. Itinerary: New York.

Japan

Dr. Seinosuke Otsuka, Chief Chemist, Japan Synthetic Rubber Co., Ltd., Bridgestone Bldg., 1-1 Kyobashi, Chuoku, Tokyo, interested in **synthetic rubber industry** and **plastics** and **elastomers** production. May 28 via New York for 3 weeks; c/o Mitsubishi International Corp., 120 Broadway, New York 5. Itinerary: New York, Philadelphia, Washington, Akron, Louisville, Houston.

Netherlands

B. J. E. Peet, manager of cooperative purchasing combines NOVAK and VIVO, 572 Prinsengracht, Amsterdam, Netherlands, interested in methods of operation and layout of **supermarkets;** methods of operation of foodstuff wholesalers; and meeting with producers of dried and canned fruit, canned fish, and other types of canned foodstuffs. June 5 via New York for 3 weeks; c/o U.S. Department of Commerce Field Offices in New York, San Francisco. Itinerary: New York, San Francisco, other cities where interest is shown.

Norway

Nicolai Bjonness, representing Egrontim Im-og Eksport A/S, Skippergaten 4, Oslo, interested in purchasing **furs,** especially sealskin. June 1 via New York for 1 month; c/o Norwegian Consulate General, 26 Broadway, New York, N.Y. Itinerary: New York, possibly other cities.

Philippines

Mamerto S. Miranda, representing Miranda Enterprises, Suite 507 Mercedes Bldg., Plaza Miranda, Quiapo, Manila, interested in **cottage industry machinery, laboratory equipment, agricultural machinery and implements,** and **novelties.** Early June via Los Angeles for 1 month; c/o Philippine Consulate, Los Angeles. Itinerary: New York, possibly other cities.

Republic of South Africa

Dr. H. G. Bain, representing Everite, Ltd., P.O. Kliprivier, Transvaal, interested in **bitumenized fiber pipe** manufacture and expanded clay manufacture; also information on raw materials, manufacture, cost of production of pitch fiber pipes and expanded clay lightweight aggregates. Sometime in June via New York for 1 month; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Orangeburg, N.Y.; Boston; Portland; Sayreville, N.J.; Kansas City; Allentown, Pa.; Washington; possibly other cities.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. Telephone WO 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless otherwise indicated.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Hong Kong, May.

Automotive Product Manufacturers—Italy.

Automotive Vehicle and Equipment Importers and Dealers—Italy

Automotive Vehicle and Equipment Importers—Portugal.

Beverages, Nonalcoholic, Manufacturers—Brazil

Beverages, Nonalcoholic, Manufacturers—Federal Republic of Germany and West Berlin.

Boot and Shoe Importers and Dealers—Republic of South Africa.
Business Firms—Central African Republic.
Business Firms—Mauritius.
Business Firms—Mozambique.
Chemical Importers and Dealers—France.
Cooperage and Container Importers and Dealers—Australia, May.
Cooperage and Container Importers and Dealers—Federal Republic of Germany and West Berlin, May.
Dairy Producers—Switzerland.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Philippines, May.
Electronic Equipment for Home Entertainment, Phonograph Records, and Prerecorded Magnetic Tape Importers, Dealers, and Manufacturers—Philippines, May.
Fruit and Nut Importers, Dealers, and Exporters—Hong Kong.
Glass and Glassware Importers, Dealers, and Manufacturers; Chinaware and Household Pottery Products Importers and Dealers—Norway.
Hardware Importers and Dealers—Uruguay.
Hide and Skin Importers and Dealers—El Salvador, May.
Household Appliance Importers and Dealers—Indonesia.
Instrument, Medical, Surgical, Hospital, Scientific, and Process—Importers, Dealers, and Manufacturers—Denmark.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Austria.
Iron and Steel, Nonferrous Metals, and Building Material Importers and Dealers—Greece.
Laundry and Drycleaning Industry—Spain.
Lumber, Plywood, and Veneer Importers, Dealers, and Exporters—Switzerland.
Machinery and Equipment, Except Electrical Importers and Distributors—Australia.
Machinery and Equipment, Except Electrical Importers and Distributors—Greece
Machinery and Equipment, Except Electrical Importers and Distributors—Venezuela.
Metallurgical and Metalworking Plants—Philippines.
Mining Companies and Exporters of Ores—Brazil.
Mining Companies and Exporters of Ores—Spain.
Oil (Animal, Fish, and Vegetable) Importers, Dealers, Producers, Refiners, and Exporters—Italy.

International Business
and Foreign Commerce Weekly
Coming June 18

DLF . . .

(Continued from page 1010)

8,000 ft. approx., 1¼ in. o/d., 16G, 12,000 ft. approx., size 1 in. o/d., 16G, 5,000 ft., ¾ in. o/d., 16G, 4,000 ft., ⅝ in. o/d., 18G, 4,000 ft., ½ in. o/d., 20G, approx. 5,000 ft.

Stainless steel sheets, "Silver Fox 20" cold reduced, in softened and descalded condition, 18/8 quality, 8 by 4 ft., 20 gage, 60 sheets approx., 8 by 4 ft., 24G, 100 sheets, approx. Loan 7; limited **U.S. source.** Credit amount, $5,460. June 15. Allibhoy Vallijee & Sons, Alvi Works, Multan Cantt., West.

Steel tubes 1½ in. o/d, $3,360; **spring wire,** 10 and 12 SWG, $1,785; **CRCA, M.S. sheets,** 18, 20, 22, 24 SWG, $1,680. Loan 7; limited **U.S. source.** Credit amount, $6,825. June 15. G. H. Sons Surgical Works, Fleming Rd., Lahore. Cable address: HOSPSTORE.

Galvanized steel pipe, threaded and coupled to ASTM standard A/120, 4 in. diam., in 16-25 ft., random lengths. Loan 7; limited **U.S. source.** Credit amount, $11,508. June 15. Mohammad Din & Sons, 30 The Mall, P.O. Box 87, Lahore.

Galvanized flat sheets, 26 to 36 GSG, 36 x 96 in., 1.25 oz. coating, commercial quality to AISI standards. Loan 7. Credit amount, $12,180. June 15. Mohammad Din & Sons, 30 The Mall, P.O. Box 87, Lahore.

Steel window profiles, USS dead soft open hearth, hot rolled carbon steel bar section (sash), in length 15-30 ft. with 10% permissible short length. Loan 7; limited **U.S. source.** Credit amount, $19,488. June 16. Omar Sons, Ltd., Tejgaon Works, 360 Tejgaon Industrial Area, Dacca.★

Bright steel hard drawn nail wire in bare catchweight coils, 6/15 gage. Loan 7; limited **U.S. source.** Credit amount, $33,159. June 16. Nazar Wire Nail Factory, Shakurali Munsif's Lane, Dewanbazar, Chittagong. Cable address: GRATUITY.

Prime quality, **galvanized steel sheets,** flat, zinc coating 1.25 oz. per sq. ft., size 3 x 6-10 ft., BG/GSG 30 and 31. Loan 7; limited **U.S. source.** Credit amount, $10,539. June 16. Mortuza Industrial Works, 15 Roomahata, Denwanbazar, Chittagong.

Galvanized iron plain flat sheets, prime quality, 1.25 oz. zinc coating, 3 by 6 ft., gages 30, 31, 32, and 34. Loan 7; limited **U.S. source.** June 16. United Metal Industries, Iqbal Rd., Pathergata, Chittagong.

Philippines

Machinery and **equipment** for assembly, rebuilding and repair of agricultural machinery, equipment and public utility vehicles. C&F Manila. Loan 59; worldwide. Credit amount, $66,330. June 15. G. Y. Cansco, Inc., Rooms 207 and 208, Cu-Unjieng Bldg., Cor. Rosario & Desmarinas, Manila, where quotations are to be sent. Copy furnished the Foreign Loans & Investments Office, Central Bank of the Philippines.★

Somalia

Vessel, net cargo capacity 400 tons, under 10 years old, maximum speed, 11 knots minimum, principal use to transport livestock; twin deck design, passenger accommodations, cabins for 4 and deck space for 6 to 8, together with or separate from passengers, principal areas of trade, Gulf of Aden and Red Sea. Loan 35; worldwide. Credit amount, $75,000. June 15 by Ahmed Haji Abdullahi, P.O. Box 104, Berbera. Cable address: HASHEESH, Berbera.

Equipment necessary to operate a **tire retreading plant,** estimated production 160 car and 200 truck tires per month, to be purchased in package form with principal items of machinery—power control panels; highway type tread **matrixs,** sets of curring rims; sets of **tread aligners;** Various sizes of **tire spreaders; air compressors;** various sizes of **shaft buffers** and **curring tubes; truck bead plates;** various sizes of **section bags,** various types of **hoses.** Loan 35; worldwide. Credit amount, $28,000 c.i.f. June 15. Abdullahi Omaar, P.O. Box 291, Mogadiscio. Cable address: HOSEIT.

ECSC . . .

(Continued from page 995)

closed and 136,000 fewer miners now work underground than in 1958.

Readjustment for Miners

Since the closing of marginal mines has been a major goal of the ECSC, the High Authority has attempted to coordinate the shutting down of mines with the provision of investment funds to develop new area industries and to provide readjustment assistance for affected mine workers.

Mines have already been closed in southern Belgium and south-central France. The ECSC plans to continue eliminating marginal mines.

Coal imports into the Community in 1961 increased somewhat over the previous year, although the U.S. share decreased. Since the "European Coal Crisis" began in 1958, total imports from all sources have dropped considerably.

Individual ECSC countries still maintain some restrictions on coal imports for protection of domestic mines.

Though there is agitation for increasing coal imports from low-cost producers such as the U.S., realization of this goal may be delayed until there is agreement on a "common energy policy" by the European Communities.

Colombia Plans to Increase Power Supply in Bogota With World Bank Loan

An autonomous utility company in Colombia is planning several projects which will increase the electric power supply in Bogotá and the surrounding area.

The World Bank has approved a loan of $50 million to help finance the projects.

The loan was made to Empresa de Energía Eléctrica de Bogotá (EEEB).

The projects being financed will increase Empresa's hydroelectric and thermal generating capacity by 183,000 kilowatts to 428,000 kilowatts and will expand transmission and distribution facilities.

Under this program, the power requirements of the area are expected to be met through 1967.

Four Main Projects

The World Bank loan will help finance:

- Construction of the new Colegio hydroelectric plant, which will have an initial capacity of 150,000 kilowatts.
- Installation of a second 33,000-kilowatt unit at the Zipaquira thermal powerplant.
- Works to complete the Guatavita dam, raising its height to 162 feet, thus increasing the capacity of the storage reservoir to 345,000 acre feet.
- Additional pumping facilities at the Muna reservoir, which is used for daily and weekly regulation of water for the powerplants.

To Improve Facilities

Empresa will also make substantial improvements and additions to its transmission and distribution facilities.

Total estimated cost of these projects is about $74 million.

Foreign exchange requirements and part of the local currency costs of engineering will be met by the Bank loan.

Empresa will finance the rest of the local currency costs from its own resources and from foreign and local borrowings of about $10 million.

All major contracts will be let through international competitive bidding.

This World Bank loan is the 20th to Colombia, bringing the total lent there to $270 million.

Coming June 18

International Business
and Foreign Commerce Weekly

Demand May Outstrip Supply

Sudan Government May Be Pressed To Avoid Electric Power Shortage

KHARTOUM—The use of electric power in the Sudan has increased markedly since the Sudan's independence on January 1, 1956, but future demand will require even more strenuous efforts to make the nation's power supplies adequate.

Installed generating capacity at that time probably did not exceed 20 megawatts, while the total number of subscribers for electric power was estimated at about 20,000.

When the Sennar hydroelectric project is inaugurated in November 1962, the Sudan will have approximately 70 megawatts of installed generating capacity. At the present time there are approximately 50,000 subscribers for electric power.

Nevertheless, the country may be hard pressed to keep the supply of electric power ahead of demand, especially in the Khartoum area.

Ideally, additional hydroelectric projects could harness the power of the Nile River and its two major branches, the Blue and the White Niles, but projects of this type are costly and must compete with other essential development requirements.

To Construct Dams

The flow of the Blue Nile is especially seasonal and effective utilization of these waters for power purposes will require a series of dams, which are planned or under construction.

These dams are primarily designed for irrigation, with the development of hydroelectric power a secondary consideration, however.

At present most power in the Sudan is generated by diesel and steam driven generators, which are particularly costly to operate since the Sudan must import its entire fuel requirement.

May Face Power Shortage

The Central Electricity and Water Administration (CEWA) has projected its estimated requirements for the Khartoum-Sennar area through 1968. CEWA estimates indicate an average annual increase of 12-13% in maximum demand between 1962 and 1968, reaching a total demand of about 73.4 megawatts.

Since total generating capacity following the installation of the Sennar hydroelectric plant will only be about 60 megawatts and no other major project for increasing the installed capacity has reached the serious planning stage, the Sudan faces a serious power shortage which could hamper the country's development plans within the next few years.

No detailed study of the country's future power needs has been made, and there is some question whether CEWA's estimates have taken full account of all the factors which will tend to increase the demand for power.

The need for power in the period 1962-68 could well be greater than anticipated.

Figures on industrial use of electricity indicate an increase from 77 users in 1956 to 165 in 1960, with at least 30 more industries approved or under construction.

The use of electricity for industrial purposes in the Khartoum area has increased from 6 million kw.-hr. in 1956 to 17 million kw.-hr. in 1960.

Population Growing Rapidly

A recent study of housing needs in the Khartoum area estimated that the population is increasing at 5.5% per year and will exceed 300,000 during the early 1980's. The Three Towns area will reach a population of about 900,000 by the same time.

Although it is not possible to evaluate the reliability of these estimates, it is safe to say that the Sudanese authorities must soon plan additional factilities to keep ahead of the demands for power within the next few years.

The information in this article was summarized from the introductory section of a comprehensive study entitled "Special Report on the Electric Utility Industry," prepared by the U.S. Embassy in Khartoum.

The report contains detailed information on existing powerplants, projects now under construction, production data, rates, and related subjects.

A copy is available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Joint Ventures Proposed For 3 Projects in India

Technical and financial collaboration are sought in India for 3 proposed joint ventures to produce tool and alloy steels, bicycle tires and tubes, and machinery and equipment for the plastics industry.

To attract private foreign investors, the Government of India offers several inducements:

1. Foreign capital is assured of being repatriated.
2. Approved foreign technicians serving in India do not have to pay local income taxes for 3 years.
3. Newly established manufacturing companies are permitted to write off 25% of the value of the entire plant as depreciation during the first year; additionally, 6% of the profits on capital investments are free of income taxes for the first 5 years.

Also, shares of newly established manufacturing companies are often quoted at between 3-6 times of the face value and public subscriptions are frequently oversubscribed, it is reported.

Tool, Alloy Steels

An Indian foundry company wishes a joint venture agreement to produce tool and alloy steels.

The Government of India has granted an industrial license which permits the production of 14,000 tons a year by this privately owned firm.

At present, there is no home production of tool and alloy steels, and the prices of these items in India have been calculated at about 100% above the landed cost of imports.

Estimated demand for these items is now set at 2 million tons a year.

Inquiries are invited; write to the Office of International Investment, Code 4-331-14, U.S. Department of Commerce, Washington 25, D.C.

Bicycle Tires, Tubes

A Calcutta businessman seeks a joint venture to establish a bicycle tire and tube manufacturing plant.

The proposed plant would have an annual production capacity of 1 million tubes and tires.

U.S. technical and financial participation are desired, including know-how, patents, designs, technical personnel and capital, to the extent of the value of machinery and equipment to be imported; in exchange, the firm offers stock in a new joint stock company equivalent to the value of services and machinery furnished.

U.S. capital participation would be about $210,000.

Application for an industrial license has been made.

As tire and tube imports are banned by India, this opportunity offers an excellent potential to an interested investor, especially as a sharp rise in demand for bicycles and replacement parts is anticipated.

Inquiries are invited; write to Office of International Investment, Code 4-301-5, U.S. Department of Commerce, Washington 25, D.C.

Plastics Industry Equipment

A manufacturer of industrial items wishes to obtain technical and financial collaboration to produce machinery and equipment for the plastics industry.

Technical know-how, engineering studies, training of personnel, supply of machine tools and license to use trademarks are sought.

The overall cost estimate for the project is $840,000 and capital participation is sought to cover the cost of machine tool purchases in the U.S., which would also assist in overcoming foreign exchange difficulties.

In exchange, the Calcutta firm proposes a lump-sum payment or a royalty arrangement based on total production; other types of payment arrangements would be considered and are open to negotiation.

The demand for plastics machinery in 1962-66 has been estimated by this firm to be about $21 million.

No manufacturers in India now produce standard types of plastics machinery; hand-operated machines are produced on a limited scale.

This firm now produces steel files, carbon dioxide gas, ice plants, steel structures and industrial furnaces; and also act as agents for oversea manufacturers of power plants, industrial gas cylinders and textile machinery.

Write to the Office of International Investment, Code 4-356-5, U.S. Department of Commerce, Washington 25, D.C.

Investment Potential Cited

Taiwan's Chemical Industry Active

The growing Taiwan chemical industry offers new investment opportunities.

The discovery of sizeable natural gas reserves on Taiwan highlights the investment potentials in the petrochemical field; and other attractive segments of the chemical industry include the manufacture of fertilizers, plastics, pharmaceuticals, coke byproducts, alkaline and soda ash.

The postwar growth of the chemical industry on Taiwan began with the expansion of fertilizer factories in the early fifties.

Today, the industry produces a wide range of products but fertilizer production is still important as Taiwan is heavily dependent upon agriculture.

The chemical industry is largely government owned and widely distributed throughout the country.

Major raw materials, available locally, include coal, natural gas, sulfur, pyrites and limestone.

Technically skilled workmen are available but managerial talent is needed.

Taiwan is now a net importer of chemicals but the gap between imports and exports is beginning to narrow.

Potentials for private American investors in Taiwan's chemical industry include:

PLASTIC PRODUCTS—Lead exports of this industry and are privately produced.

This field still has considerable expansion potential.

PETROCHEMICALS—Offer the brightest prospects for expansion and 2 large U.S. firms recently made a $22.5-million joint investment to manufacture urea and ammonia from natural gas.

This U.S. venture should establish a basis for future large-scale development.

PHARMACEUTICALS—Offer very good possibilities for investment as earlier activities consisted of repackaging imports and producing substandard products.

Effective May 1, the Government placed imports of vitamins, hormones, nutrients and tranquilizers under quantitative control.

Inquiries on investment possibilities in Taiwan's chemical industry are invited; write to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Australian Concerns Seek Joint Venture, Licenses For Industrial Articles

An Australian firm is looking for a license or joint venture to produce shoe-manufacturing and plastics-granulating machinery and electric motors.

Two other companies seek licenses to produce small boilers or equipment to prevent air pollution from all types of fuel-burning engines, foundries and chemical works.

● A joint venture or licensing agreement is desired by a company which supplies the boot and shoe industry.

Planned expansion includes not only shoe-manufacturing machinery but also general lines of polishing and finishing machines, electric motors, and machines for granulating plastics.

The firm does machining, assembling, and general sheetmetal work and has considerable space available for expansion.

Write to Wallace & Henderson Pty., Ltd., 285 Ramsey Rd., Haberfield, N.S.W., Australia.

● A Western Australia company seeks a license to manufacture small boilers—particularly internally fired boilers using oil, coal or wood.

It now manufactures boilers, pressure vessels and their component parts.

Write Steam Requirements Pty., Ltd., Scarborough Beach Rd., Osborne Park, Western Australia.

● Another company wants a license to manufacture equipment to prevent air pollution from all types of fuel burning engines, foundries and chemical works.

The State of New South Wales recently enacted a clean air bill and the firm believes this should stimulate use of this equipment.

The firm is also interested in producing electrical, gas, and fluid metering equipment; street lighting equipment; and luminous lighting using special paint illuminated by low-voltage wiring.

It specializes in high- and low-voltage equipment.

Facilities include a 20,000 sq. ft. assembly shop, modern machine shop, nonferrous foundry, hot-dip galvanizing plant, tool room and welding shop.

Write to Australian Line Materials Pty., Ltd., 43 Herbert St., St. Leonards, New South Wales.

International Business
and Foreign Commerce Weekly
Coming June 18

West African Firms Seek Capital, Know-How for Varied Projects

Manufacturing and service companies in Togo, Ivory Coast and Senegal are looking for combinations of capital and technical assistance from U.S. firms for the sugar, salt, motor transportation, supermarket, and tourist and motel industries.

A review of the markets in these countries indicates good potentials for American investors in these fields.

The local governments are interested and, in most instances, their assistance will be available for the following investment opportunities.

Togo has 2 attractive possibilities for the salt and sugar industries.

● Capital, plant and machinery are sought for a sugar project which would be valuable for the country's agriculture-based economy.

It is proposed to establish a sugar industry which would utilize cane to produce white sugar and also provide cane plant leaves and tops for cattlefeed and bedding, and soil mulching.

A factory would be erected to process 500 tons of cane daily.

The entire cost of the plant, machinery and equipment is estimated to be $2 million; in exchange for capital and technical assistance, payment would be on a long-term basis with a share in management.

● Another proposal from Togo seeks to establish a salt-producing installation which would use the solar-evaporation process for sea water.

American capital is sought to finance the project and a preliminary estimate indicates that about $175,000 is needed.

There is no installation of this kind in this part of Africa, except for one in Ghana.

Those interested in the salt and sugar proposals should write to E. A. Lawson, Société des Salins du Togo, 56 Ave. des Allies, Lome, Togo.

● The Syndicat National des Transports de Marchandises & Voyageurs de Cote d'Ivoire, B.P. 1036, Abidjan, Ivory Coast, seeks U.S. capital in a joint venture or loan to expand its fleet of trucks.

More trucks are needed in view of the serious backlog of goods in Abidjan awaiting shipment to the north.

The company estimates an immediate need for 300 trucks of various capacities at a cost of about $15,000.

● The Soc. Parisienne de Comptoirs Africains (SPCA), 58 Ave. William Ponty, B.P. 157, Dakar, Senegal, seeks a joint venture to establish a chain of American-style supermarkets in Senegal.

This established import firm is looking for capital and technical know-how.

● Another Senegalese company wants a joint venture to exploit the growing tourist trade.

It proposes the use of U.S.-style motels which could be erected by using prefabricated elements.

The firm also proposes to organize such tourist attractions as sightseeing, fishing, hunting, and beaches in Senegal and would establish branches elsewhere in Africa; it asserts that the government would support such an enterprise.

For more details, write to Centroslavia-Dakar, P.O.B. 343, Dakar, 18 rue G. Diouf, Senegal.

Special-Purpose Equipment License Wanted in U.K.

A manufacturer wants a license from American engineering firms to produce complete machines.

It produces a wide range of fabricated and special-purpose equipment on a subcontract basis for the chemical, cement, coal, and power-generating industries.

The firm will offer royalty payments and/or cash settlement in exchange for a license to manufacture nonprecision fabricated or special-purpose equipment. It is not interested in selling.

Write to R. McIvor & Sons (Engineers) Ltd., Higher Hillgate, Stockport, Cheshire, England.

A copy of the firm's catalog is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

License Trade Requested By West German Firm For Industrial Processes

A German firm with capacity for expansion seeks reciprocal licensing arrangements with U.S. manufacturers.

It is interested in specialized equipment for water purification, gas treatment and dust extraction.

The company employs 500 workers and its products, which are exported to many countries, include gas-purifying, refining, and water-recooling equipment.

Write to Gottfried Bischoff KG, 100 Ruhrallee, Essen, W. Germany.

French Firms Offer, Seek Licenses

Three French companies offer licensing rights to U.S. firms for a construction process for prefab apartment buildings, a photoelectric cell apparatus or industrial and scientific laboratory instruments.

Two other concerns seek licenses from American companies for protective coatings or brass-founding and finishing.

● France's largest builder of prefab apartments is interested in entering the American market through a licensing arrangement with a U.S. firm.

Its construction process consists of manufacturing large wall, floor, and ceiling sections at the factory and assembling them at the building site with a crane.

The process is said to be economical and fast and can be used for low-cost as well as luxury-type apartments.

Sections are usually made from reinforced concrete, the outer walls can be faced with ceramic tile or other materials, and the inner walls are smooth enough to be painted.

Wall sections are manufactured to contain door and window frames, ducts for water pipes and electrical wiring, and floor sections to contain radiant heating.

Bathroom units are manufactured complete with bathtub and other fixtures.

In addition to France, the process is being used in 8 other countries.

For additional information and descriptive catalogs, write to Office of International Investment, Code 1007, U.S. Department of Commerce, Washington 25, D.C.

● Another French firm wishes to license a U.S. company to manufacture its photoelectric cell apparatus used in automatic lighting.

The cell is electromechanical and is said to have a longer life than electronic types.

The apparatus is patented in 13 countries and manufacturing rights have been sold to German and Italian firms.

The firm's customers include electric and railway companies, nuclear centers, coal mines, refineries, and automobile manufacturers.

A descriptive pamphlet on the cell is available on loan from the Office of International Investment, Code 1008, U.S. Department of Commerce, Washington 25, D.C.

● Licensing rights for industrial and scientific laboratory instruments are offered.

The firm manufactures mechanical and electrical products such as vacuum pumps, X-ray equipment, spectographs, radioactive equipment, and a movable magnet oscillograph.

Write to Office of International Investment, Code 1006, U.S. Department of Commerce, Washington 25, D.C.

Licenses Asked

● A paint and varnish manufacturer is interested in licensing agreements with U.S. firms to produce new protective coatings for marine and industrial use.

The firm, a medium-sized one, specializes in marine and industrial protection and manufactures anti-rust oil and enameled paints and special coatings.

Write Renaudin & Cie, 77 Blvd. Rabatau, Marseille, France.

● A smelting works seeks licenses to cover brass-founding and finishing.

It is principally engaged in producing nonferrous castings and has a steady clientele of some 500 firms.

Write S.A. des Anciens Ets. Mignot, 136 Ave. Jean Jaures, Chauny (Aisne), France.

Irish Firms Want Help To Make Chocolate, Expand Fertilizer Plant

Two companies in Ireland invite collaboration from U.S. firms—one seeks capital and technical help to expand its fertilizer manufacturing facilities, the other a joint venture to produce chocolate for export.

● A leading manufacturer of chocolate and confectionery products seeks a joint venture and envisages at least 2 different marketing possibilities.

The first would be aimed at the U.S. market and would involve either the production of chocolate crumb from Irish full cream milk solids for conversion into milk chocolate in the U.S. or the manufacture of chocolate and candy for sale in the U.S. under a U.S. brand name.

The second would involve manufacturing in Ireland for sale in other world markets.

The firm has distribution channels in the United Kingdom, Canada, Sweden, Finland, Malta, and the Far and Middle East, which could be utilized.

It has a modern plant, with land for expansion, and good technical capacity.

Write to Urney Chocolates, Ltd., Tallaght, County Dublin, Ireland.

● A fertilizer manufacturer wishes to attract about $5.6 million from prospective partners and an equal amount from the Irish Government to expand its production of complete fertilizers for export.

It is also interested in manufacturing of industrial chemicals which would take advantage of the large-scale production facilities for sulfuric and phosphoric acids required to make fertilizers.

The firm employs 350 and is one of Ireland's largest manufacturers of fertilizers as well as sulfuric acid.

Write to Shamrock Fertilizers, Ltd., Woodstock, Kilcoole, County Wicklow, Ireland.

Further details of the proposal are available on a loan basis from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Diverse License Agreements Asked by Mexican Company

An industrialist producing chemical products and other industrial items wishes to obtain licensing arrangements to make textiles, essential oils, and food-processing and packaging equipment in Mexico.

This company is a manufacturer of chemicals, adhesives, insecticides and flour additives; an importer of raw materials for its own use and irrigation pumps for resale; and a wholesaler of its own production.

Inquiries are invited; write to the Office of International Investment, Code 2-355-2, U.S. Department of Commerce, Washington, 25, D.C.

Greek Yarn Manufacturer Asks Equity, Know-How

A Greek manufacturer of wool yarn seeks technical assistance and equity capital from a U.S. firm to expand its output.

It produces worsted and carded wool hand-knitting yarns at annual rate of over 300 tons.

The plant is equipped with modern machinery and the firm states it has a strong competitive position in the local market.

A copy of its 1961 balance sheet is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write A. Molocotos & Son, Tris Gefyres, Athens 9, Greece.

Lathe-Chuck License Trade Suggested by Swiss Firm

A firm in Switzerland is interested in a reciprocal licensing arrangement.

It wants to produce lathe chucks and may consider other related products.

The firm now manufactures gripping appliances, particularly precision lathe chucks.

Write to Baumann & Co. A.G., Industriestrasse, Herzogenbuchsee.

Ammonia Fertilizer Plants Now Being Constructed In Netherlands Antilles

ARUBA — Construction has begun on Aruba's new $20-million ammonia fertilizer plants at Barcadera, the U.S. Consulate reports.

The Antilles Chemical Co., an affiliate of Standard Oil of New Jersey, will operate an ammonia plant with a capacity of 100,000 metric tons a year; Aruba Chemical Industries, half-owned by Standard Oil, will operate a sulfuric acid plant, a nitric acid plant, a urea plant (82,000 short tons a year) and fertilizer plants (132,000 short tons a year).

The nitric acid production is entirely for consumption by the fertilizer complex, and will not be marketed.

Construction of the plants will be completed early in 1963 and is the responsibility of Constructors Fabricators Aruba, an affiliate of Girdler International of Nassau.

The ammonia plant is expected to be in operation by Jan. 1963 and the other plants 3 months later.

When operating, the complex will employ 250 men, and will purchase about 17,000 kilowatts daily from the new electric power plant.

The $20 million to be invested in the plants breaks down as follows: Ammonia plant, $9 million; urea plant, $3.9 million; nitric acid plant, $1.3 million; fertilizer complex, $2 million; and miscellaneous facilities, $3.8 million.

Pharmaceutical Firms Planned in Egypt

CAIRO—The United Arab Republic (Egypt) has approved the establishment of 3 new pharmaceutical firms in that country, 2 of the firms being joint projects of U.S. (60%) and Egyptian (40%) interests, the U.S. Embassy reports.

The pharmaceutical factory erected by Pfizer Egypt, S.A.E., in the Cairo suburb of Heliopolis, has begun partial production of several vitamin supplements and antibiotic preparations.

Wyeth Laboratories, Inc., an affiliate of American Home Products Corp., recently received approval for a plant to involve an investment of about $2 million.

Three Swiss pharmaceutical firms, Ciba, Sandoz, and Wander, have been granted a permit for a joint Egyptian-Swiss stock company in Cairo, Swisspharma, with a capital of $574,000.

A Forgotten Market?

Sell Jewelry, Silverware To Norwegian Customers

American firms seem to have overlooked the Norwegian market for jewelry, silverware and related items, trade sources remarked recently to U.S. Embassy personnel in Oslo.

Leading firms report, almost without exception, that they have not been solicited by U.S. companies, even by mail, since World War II.

The dearth of imports from the U.S. is reflected in Norwegian figures—only 1% of Norway's total imports of jewelry and silverware in the first 11 months of 1961 came from the U.S.

U.S. products with the greatest potential for increased export sales are mass-produced articles such as costume jewelry, watch bands and giftware.

To a much smaller extent, a market for jewelers' tools and machinery also exists.

Norwegian businessmen have little conception of what American products are being offered, and many of those interviewed said they would like to receive literature in order to acquaint themselves with U.S. products and prices.

Although Norway has progressively relaxed its trade restrictions, some imports continue to require licenses from the Norwegian control authorities, including precious metals and semifinished and finished wares.

Usually, requests for import licenses are granted freely.

There are no other restrictions on the import of jewelry, silverware, and giftware.

Duties range from 15% ad valorem, from a minimum of 600 Norwegian crowns per kilogram or $84.60, converted at rate of 1 crown = U.S. $0.141, for some precious jewelry to as little as 3 crowns or $0.42 per kilogram for other items.

Costume jewelry of rolled gold on non-precious metal with filigree work carries a duty of 240 crowns or $33.84 per kilogram, while nonfiligree costume jewelry has a duty of 80 crowns or $11.28 per kilogram.

Added to import duties is a turnover tax of 11.6% on the duty paid value which is assessed at the time of importation.

$4.5 Million in Imports

Norway imported jewelry and related items valued at $4.5 million in 1960; comparative data for 1961 are not available.

Included in the 1960 import total was unwrought or semimanufactured platinum, gold and silver, including plated, rolled and gilt articles amounting to $3.5 million.

Imports of manufactured articles of precious metals and silversmiths' wares amounted to $0.55 million the same year.

Half of Norway's imports of semi-precious metals and articles come from West Germany.

In addition, West Germany, Austria and Denmark supplied 50% of Norway's costume jewelry, as well as 50% of the imports of giftware and novelties.

Detailed statistics on Norwegian imports of jewelry, silverware and related items for 1960, together with some 1961 data, are available from the Consumer Durables Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

U.S. Match Exports Rise

U.S. exports of matches rose 26% to $593,975 in 1961, their highest level since 1947 when they amounted to $707,166.

The bulk of U.S. match shipments go to Canada, United Kingdom, Bahamas, Panama, Bermuda, and Republic of Congo.

Shipments to Canada, the largest market, dropped slightly, but this decline was more than offset by a sharp increase in exports to the United Kingdom and Republic of Congo.

U.S. Exports of Carbon, Graphite Electrodes Up

U.S. exports of carbon and graphite electrodes for electric furnace and electrolytic uses gained more than 25% in 1961, however they were still nearly 20% below the 1959 level. Sweden was the principal outlet, accounting for over 40% of total exports, followed by Brazil with 15%, and Italy with 7%.

Shipments to Italy showed the largest increase, totalling 2,385,000 pounds in 1961, compared to 69,000 in 1960, and there were marked gains in exports to India, West Germany, Peru, Japan, Lebanon, and Indonesia.

Mineral Output Falls Off In Rhodesia, Nyasaland

JOHANNESBURG — Mineral production in the Federation of Rhodesia and Nyasaland fell off $18.1 million in value, or 4.1%, to $416.4 million in 1961.

This decline was due chiefly to a lower average copper price and to a 10% production cut by the copper mines of the Rhodesian Selection Trust.

In spite of lower prices, production of asbestos rose above the 1960 level in value by over $2.8 million, due to substantially increased output.

Gold production continued its slight upward trend.

The value of almost all other minerals produced in the Federation was down—chrome ore because of the weak market, coal because of competition from the Kariba hydroelectric power project, lead and zinc because of low prices, and cobalt because of production difficulties.

Exports of metals and minerals from the Federation amounted to $375.9 million in 1961; this was 64.2% of the total value of exports of all domestic goods from the Federation plus gold sales, or $580.5 million.

Copper Leads Mineral Exports

Copper sales, half to the United Kingdom and a substantial portion of the remainder to other European countries, were by far the largest mineral export, accounting for $296.8 million, or 79% of minerals exports.

The U.S. is not a major purchaser of Federation minerals, because it purchases none of the copper.

In 1961, however, the U.S. was the largest buyer of chrome ore, 51% by value; manganese, 41%; beryl, 80%; lithium ores, 57%; corundum, 82%; and tantalite, 77%.

Altogether, the United States took $6.4 million worth of Federation mineral exports or less than 2%.

The above information was extracted from the Annual Minerals Report—Federation of Rhodesia and Nyasaland, 1961, prepared by the U.S. Consulate General, Johannesburg, and a copy of this comprehensive report is available on a loan basis from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

India Gets First Synthetic Rubber Plant

India's first synthetic rubber plant is being erected at Bareilly, Uttar Pradesh, and is expected to be in production by December.

The company, Synthetics & Chemicals, Ltd., is a joint venture of Tulsidas Kilachand, Bombay, and Firestone Tire & Rubber Co.

Bareilly, 140 miles east of New Delhi, was chosen because of its proximity to the sugar mills that make the alcohol from which butadiene will be produced.

With a 30,000 ton capacity, the Indian plant consists of a U.S. Government butadiene plant, in good condition, which had been in mothballs since World War II. The plant is not considered obsolete because the process for making butadiene from alcohol has remained unchanged.

The Bareilly plant will be the first synthetic rubber factory in the world to integrate 4 separate manufacturing processes in different buildings into 1 continuous operation.

The 4 operations include: the butadiene plant which will produce about 80 tons daily; the styrene plant with a daily capacity of 25 tons; the latex plant where butadiene and styrene are polymerized; and the rubber plant where the finished product is turned out.

New Ecuadoran Plant To Make Fertilizers

QUITO—An Ecuadoran firm plans to invest $1.4 million, with U.S., German and domestic financing, in a fertilizer plant in the Guayaquil area, the U.S. Embassy reports.

The plant will produce mixed fertilizers, using ammonia imported from an affiliated Colombian plant and phosphate rock, probably from Florida.

The Fertilizantes del Ecuador S.A. (FERTIDOR) agreement with the Ecuadoran Government provides that production shall begin in 2 years, while output of ammonia from natural gas shall begin 3 years after fertilizer manufacture has begun.

Plans call for an annual output of 40,000 metric tons of mixed fertilizers, some to be exported to Peru.

Larger French Market Seen For Scientific Supplies

The French market for scientific instruments, apparatus and supplies will expand considerably in the next 4 years, a recent government report indicates.

In a projection of national scientific requirements for the 1962-65 period, included for the first time in the French government's new modernization plan, expenditures of about $405 million for construction and purchase of basic and applied research facilities, exclusive of military and atomic energy needs, are proposed.

The new public investment in research facilities would be double that expended under the third plan period for 1958-61.

French science must develop, the report emphasizes, to match the advances in U.S. technology.

The U.S. government was the source of some 61% of U.S. scientific research and development expenditures in 1959, the report notes, and to meet competition, a parallel effort will be required of the French government.

The original French text of the 365-page scientific and research section of *Quatrieme Plan, 1962-65, La Recherche Scientifique et Technique* may be obtained on loan from the European Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

U.S. Lawnmower Exports Continue Long-Term Rise

U.S. lawnmower exports continued their long-term increase during 1961, rising to 127,275 units (up 2.2%) valued at $6.5 million (up 7.1%).

About 92% of the entire export market was concentrated in Canada and Europe.

The declining Canadian market still took 63% of total U.S. mower exports, and 7 European countries took 92% of the mower exports to that area.

Two tabulations of lawnmower exports are available upon request from the Consumer Durables Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Vienna Fair Spurs U.S. Sales; Austrian Trade Promising

More than 100 Austrian representatives of U.S. companies displayed American goods to the 615,000 visitors at Vienna's International Spring Fair.

Exhibitors reported generally good results, and the American Embassy in Vienna reports that this might perk up lagging American machinery sales to Austria.

There also have been signs that U.S. exports are beginning to benefit from the trade liberalization of January 1, 1962, which opened the Austrian market to many semi-finished and finished products.

Although Austrian imports of U.S. cotton and ores have fallen off, trade prospects for other products are encouraging.

Austria is expected to procure about 100,000-130,000 metric tons of foreign feed corn and feed barley by the end of June.

Shortages of Eastern European corn should help U.S. exporters secure a substantial share of these contracts, in spite of the discount of $1.55 per metric ton on U.S. feed grains for excessive breakage.

Austria will need about 70,000 metric tons of vegetable and marine fats and oils in 1962.

The U.S. share of this market should be substantial because a large proportion of oils imported from Western Europe comes from U.S. oilbearing materials processed in these countries.

Direct procurements from the U.S. normally do not exceed a small percentage of total Austrian imports, for the largest local oil processor draws his supplies from Western European crushing plants operated by the parent company.

Chickens Scarce

Despite increased poultry production, consumption has kept well ahead of domestic supplies and supplementary chicken imports have increased in recent months.

Austrian imports of broilers and fryers increased 51% during 1961.

The U.S. share in such imports was 463 out of 3,782 metric tons. In addition, 73 tons of turkey and 103 tons of other poultry were imported from the U.S. in 1961.

The Austrian Government has set a 1962 import quota of 600 metric tons for U.S. frozen poultry, with the informal understanding that this tonnage will be raised if demand warrants it.

The Ministry of Agriculture says consumer preference will be the major limiting factor in importing U.S. frozen poultry.

An amendment to the Austrian Motoring Law of 1955, regarding the weights and dimensions of motor vehicles will become effective on October 1, 1962.

The new regulation incorporates the Conference of European Ministers of Transport (CEMT) recommendation for modifying the maximum load per axle or group of axles.

To avoid undue hardship a transition period ending December 31, 1970 was established, during which trailer trucks now in use may continue to operate.

The changes in some specifications may improve the sales possibilities for U.S. heavy road equipment.

Loosen Import Curbs

Additional opportunities for selling U.S. products arise from the fact that, retroactive to January 1, global quotas covering the majority of non-liberalized goods were fixed for OECD countries.

Since these quotas were not published until late March, their full impact has not yet been felt.

However, an increased number of inquiries for U.S. products since January suggests that, with easier import procedures, Austrian businessmen are increasingly interested in selling American manufactures.

Interest is also rising in electronic office machinery, electronic measuring instruments of all types, scientific and medical instruments, in all of which the U.S. has always had a leading position.

General merchandise such as textiles, garments, specialized building materials, food preserves and candy, coated tin sheet for canning, and luminous tape are also popular.

Ready-To-Wear Show Attracts Belgians

Attendance almost doubled at the 7th annual Ladies' Ready-to-Wear Exhibition which was held recently in Brussels.

Not only did Belgian attendance jump, but twice as many foreign buyers showed up for the exhibit.

Domestic sales and exports of Belgian ready-to-wear products for women show very sharp increases, and the attendance at this exhibition indicate there is a rapidly expanding market for this type of ladies' apparel in Belgium, as well as in the Common Market generally.

Egypt Stabilizes With IMF Loan

The International Monetary Fund has concluded a stand-by arrangement authorizing the United Arab Republic (Egypt) to draw the equivalent of $42.5 million in currencies held by the Fund over the next 12 months.

The arrangement supports a comprehensive program to stabilize the country's domestic economy and improve its balance-of-payments position. Egypt is seeking additional credits for this purpose in the U.S. and Western Europe.

The U.A.R. stabilization program provides for a major simplification of the country's foreign exchange system by adopting a single rate of $2.30 for the Egyptian pound. This will replace a system of export and import premiums which resulted in a multiple rate structure.

Bilateral payments arrangements with members of the Fund are to be eliminated as rapidly as possible, and the country's import policy will be liberalized and placed on a nondiscriminatory basis.

Debt Reduction

Egypt is directing its internal fiscal and monetary policies toward reducing the Government deficit and slowing-down the rate of credit expansion to both public and private sectors of the economy.

Her balance-of-payments difficulties have been aggravated by declining exports, due in part to pest damage to agricultural production.

The country's outstanding drawings from the Fund are equivalent to $69.7 million, of which $29.9 million was drawn in January and March this year under one-year repayment terms.

The Fund has extended the repayment terms for the latter drawings to three years.

International Business
and Foreign Commerce Weekly
Coming June 18

Italian Surge Unaffected By West Europe's Pause

The Italian economy sailed through the first quarter of 1962 without a letdown, contrary to the recent deceleration elsewhere in Western Europe.

Industrial activity rose at a rapid rate and the service sector also expanded strongly, the U.S. Embassy in Rome reports.

With exports rising sharply and imports growing less rapidly, the reduction in the trade deficit continued.

The agricultural outlook is generally good, although an unusually severe winter caused some damage.

There is growing concern over rising prices and labor costs, and some segments of business opinion are also worried about the new center-left government's possible actions on nationalization of electric power companies, a withholding tax on dividends and bond interest payments, and increased emphasis on national economic planning.

Nevertheless, the continued rapid expansion of the economy was indicated by high investment levels and rapidly increasing sales of investment goods, as well as an enlarged demand for consumer goods.

Industrial Boom Continues

Industrial production in the first 2 months of this year was about 13% above the same period of 1961.

Available information indicates that the increase in output in March was probably also substantial.

The growth rate for the first quarter will almost certainly be higher than the 9.5% rate for calendar year 1961.

The synthetic fiber, motor vehicles, mechanical, petroleum refining, chemical, and the non-metallic industries (especially marble) continued to lead industrial expansion.

The textile industry, which has been in the doldrums for some time, showed marked gains during the quarter.

However, the rubber, furniture, and leather goods industries made little or no gains and output of shoes actually decreased in comparison with the same period of 1961.

Steel production was up more than 7% above first quarter 1961, while steel output in the European Coal and Steel Community was down by 4% over the same period.

Although the expansion rate of Italian steel production is down from the 12% recorded in the last half of 1961, the outlook remains favorable, particularly with rapidly expanding domestic demand.

Domestic orders for steel products, especially for steel sheet for pipes and the motor vehicle industry, have been increasing even more rapidly since February.

Pig iron production continued to expand at the same 14% rate as in 1961.

Car Output Soars

Automobile output zoomed up by a remarkable 35% compared to 1961. Exports were 63% greater than in the first 2 months of 1961, while domestic automobile sales were up 25%.

The important mechanical industry increased its output by 17% over the same period in 1961.

Production of printing and textile machinery were both up by about 40%, gears and bearings by almost 30% and tractors by 23%.

Some heavy engineering plants, working at full capacity, have had to postpone work on new orders until the second half of 1962.

The $2.4 billion, 10-year railroad modernization plan recently approved by Parliament is expected to spur demand in this sector.

The chemical industry continued to expand at the robust rate of about 19%, led by synthetic resins (for synthetic fibers) and synthetic dyes.

Pharmaceutical production entered a seasonal slow-down. This industry is highly competitive and has been rigorously criticizing the government's recent lowering of prices.

Buildup in South

The Minister of State Holdings has informed Parliament that investments by state-controlled industries will be increased 56% to $1.3 billion in 1962.

Law 634 of 1957 provides that 40% of the investments by state-controlled industries must be made in the industrially retarded South, but the Minister's recent report says that *all* new plants of the state-controlled industries will be built in the South in the 1962-65 period.

Private industry, while opposing any further enlargement of state enterprise, obtained a major share of the 300 billion lire (almost $500 million) in new Government authorizations for increases in capitalization or indebtedness.

Most of the new money will be invested in the chemical and mechanical sectors.

Italy's imports rose by about 11% (to $921.2 million) but exports spurted nearly 18% (to $709.7 million), decreasing Italy's trade deficit by over 7% from the same period of 1961.

The increase in both exports and imports was primarily in industrial products, textiles, and clothing.

Italy's trade growth continued to be most rapid with her Common Market partners, and imports from them rose almost 30% while exports to them shot up 33% over January-February 1961.

U.S. Ranks Second

Italian imports from the U.S. continued at a high level, amounting to $140 million and representing 15% of Italy's total imports.

The U.S. was Italy's second largest supplier, trailing only West Germany.

An increase of $11.8 million in Italian exports helped to bring Italy's trade deficit with the U.S. down from $94 million during January-February 1961 to $79.2 million in January-February 1962.

An abnormally cold winter and late spring resulted in considerable crop damage.

Vegetable crops have been below normal because of the unusually cold weather, while citrus, olive and almond trees in southern Italy and deciduous fruit and cherry trees in the North have been damaged by snow and rain. No estimates of losses are available yet.

Despite adverse weather, grain crops have not suffered appreciable damage. Since more land was sown to wheat than in the previous season, a crop of from 8.5 to 9 million tons is expected for 1962.

U.S. Foodstuffs

Wheat purchases from the U.S. have amounted to about 500,000 tons since July 1961, but the final figure may go even higher depending on whether the USSR supplies the 200,000 tons agreed on in the Italo-Soviet trade agreement.

Corn production reached a record 3.9 million tons and barley and oats were second only to the record crop of 1953.

Increased poultry and livestock production should boost corn imports to a record 1.9 million tons before the season ends in October, with about 350,000 tons coming from the U.S.

A recently authorized $5 million PL 480 Title IV credit for U.S. corn sales to Italy will facilitate imports of about 100,000 tons.

Barley imports are expected to remain at about 450,000 tons, but the U.S. share should increase to between 60,000 and 70,000 tons.

The Tobacco Monopoly reports that the area planted to tobacco in 1962 is about 25% less than in 1961, due to the disastrous experience with blue mold

damage last year. It is too early to predict whether blue mold will attack the 1962 crop.

Common Market activities dominated the commercial policy field during the quarter.

Italy strongly supported the agreement on the basic outline of a common agricultural policy, and the decision to move into the second stage of the Common Market transition period, at the January meeting in Brussels.

Subsequently, interest has remained high in the internal Common Market discussions aimed at establishing detailed regimes for various individual commodities, the negotiation of a convention for the Overseas Associated Territories, the British negotiations, and the talks on Common Market political integration.

The latest round of Italo-Japanese trade talks, which was held in Rome in late March and early April, resulted in Italy's fully liberalizing 71 items to the Japanese and the adoption of automatic licensing for 51 additional items.

The Japanese negative list has thus been reduced to 194 items, and bilateral quotas will probably be opened on most of these shortly.

Dollar-area global import quotas were also opened to Japan.

Regulations have now been issued for the export credit law (Martinelli Law). However, since it is felt that the existing ceiling of 150 billion lire ($240 million) is inadequate for present export insurance and financing demands, new legislation has been introduced which would raise the ceiling to 240 billion lire ($384 million) for the present fiscal year.

Labor Costs Rising

A survey based on sales tax collections indicates that domestic sales were 17% higher in the first 2 months of 1962 than in the corresponding months of 1961.

This was the highest January-February rate of increase since 1957.

Sales of non-essentials showed the greatest rate of increase (22%), followed by investment goods (20%), semi-finished goods and raw materials for industry (9%), and household appliances (9%).

Retail prices were almost 3.5% higher in January and February than a year earlier. Food, clothing, shoes, and rents all contributed to the rise, but prices on large consumer durables such as refrigerators and washing machines continued to decline, a trend aided by larger-scale and more efficient domestic production.

Retail price rises are likely to continue in view of labor-cost increases that are outstripping productivity gains and as the government's projected social and economic development programs lead to increasing pressure on available resources.

Labor force statistics for January 1962 indicate a 2.3% growth in non-farm employment from January 1961.

The number of agricultural workers continued to decrease at about the same 4% rate as in recent years.

The creation of new jobs appears to be continuing at a high level, but there may be fewer employable persons available to fill openings.

Unemployment declined 16% relative to the same period of the previous year.

Although official data on wage trends during the first quarter of 1962 are not yet available, indications are that the trend toward higher wages and labor costs is continuing.

Rises in labor costs have probably lagged behind gains in labor productivity in past years and labor's demands appear to be prompted by a desire to catch up with productivity rather than by the pressure of the cost of living.

Investment Splurge

Italian economic progress continues to enjoy a very high investment level, which is making its effects felt on capital availabilities and is edging interest rates up.

New bond issues and shares totaled 545 billion lire ($87.2 million) in the first quarter of 1962, which is double the same period of 1961.

This indicates that many Italian firms have exhausted self-financing possibilities and must turn to the capital market for investment funds, but it also shows that many businessmen do not view the center-left government as likely to be economically repressive.

The first quarter is normally a season of reduced balance of payments receipts. However, the outflow in the first quarter this year was lower than usual, primarily because the rise in exports exceeded the rise in imports.

There was also a substantial rise of almost 20% in invisible earnings from increased emigrant's remittances and earnings from tourism.

Preliminary data indicate that the first quarter outflow was about $30-40 million. It is expected that 1962 will be another year of foreign exchange earnings for Italy, further increasing gold and foreign exchange reserves which stood at $3.4 billion at the end of 1961.

For Central America

Pessimistic Guatemala Pins Hopes On Common Market

Guatemala looks to the emerging Central American Common Market to pull her economy out of the doldrums of depressed coffee prices and political unrest, which have created a general air of pessimism among businessmen.

Trade within the Central American area has been increasing about 4 times faster than global Central American trade, according to the U.S. Embassy in Guatemala City.

The Economic Integration Secretariat in Guatemala has been working jointly with the Economic Commission for Latin America and the Food and Agriculture Organization on stabilizing regional prices on corn, rice, and beans.

The Secretariat has also participated in groups working on a general agreement for common incentives to industrial development.

The Secretariat plans to expand its technical staff to deal with its growing workload.

Intensive work continued among the signatories to the Central American integration treaties.

A Central American bank meeting in Tegucigalpa, the capital of Honduras, considered granting monopoly privileges to integration industries, but it now appears that other methods of fostering such industries will be studied.

New investments totalling $3,382,000 during the first quarter of 1962 were announced by the semi-official industrial development center.

Only $400,000 was devoted to export industries (fishing and plywood), while the remainder was for import substitution in such areas as textiles, kitchenware, ceramics, radio and television assembly, cosmetics, pharmaceuticals and metal and cardboard containers.

These enterprises plan to sell part of their production in other Central American Common Market countries. The largest single investment was for a $1 million textile mill.

The Special Fund of the United Nations has announced that it will make a study of telecommunications in Central America.

The World Bank will supervise the study, on which the U.N. will spend $745,000 and Guatemala $43,000. The long-delayed $6 million telephone contract with the World Bank will probably be reexamined in light of this study.

Foreign trade declined during 1961. Exports were down to $110.2 million from $117.1 million in 1960. Imports

dropped to $133.6 million from $137.8 million in 1960.

Coffee exports were off more than 11% in 1961, with the average price declining from $43 to $38.50 per quintal.

A bright spot in the trade picture was the expansion of cotton exports to $10.2 million compared to $5.8 million in 1960.

Domestic activity suffered from political unrest and the establishment of a curfew.

Merchants in the major shopping areas reported that business was below satisfactory levels.

Agricultural developments were highlighted by the excessively large area planted to sugarcane in response to the expanded U.S. market, and the consequent alarmingly short corn crop.

The 1961-62 sugar grind is expected to total about 114,075 tons (2,250,000 quintals), with an exportable surplus of about 27,074 tons (534,000 quintals).

The large increase over 1960-61 production was caused by anticipation of an expanded foreign market.

Misjudged Sugar Orders

However, Guatemala will ship only about 5,000 tons to the U.S. under a recent barter arrangement instead of the 20,000 tons that was hoped for, so it is likely that a substantial quantity of the cane will not be ground.

The 1960-61 corn crop probably totaled no more than 10.9 million quintals. This quantity, which is insufficient to satisfy consumption requirements, followed the previous year's bumper crop when corn reportedly was selling on some farms for as little as 80 cents per quintal.

Prices during the first quarter of 1962 rose as high as $6.00 per quintal in certain areas.

To alleviate the acute shortage of this basic grain, the government authorized importation of 25,000 tons of U.S. yellow corn prior to the harvest of the main crop.

The cotton crop increased by 35,000 bales over the previous year to an estimated total production of 120,000 bales.

Budget Planning Woes

The national budget showed lower receipts and expenditures, so the balanced budget of $121 million planned for fiscal year ending June 30, 1962 will probably end with a slight deficit.

The March 15 deadline for submitting the budget to Congress passed with the government still trying to reconcile anticipated revenues with the expenditure requests of the various agencies.

New land, beer, stamp and income taxes continued to be held up in Congress.

The Bank of Guatemala's international reserves continued their seasonal increase during the coffee export season.

Net reserves were $49.3 million at the end of February, higher than the $45.9 million a month earlier, but lower than the $53.4 million at the end of February 1961.

The first quarter of 1962 saw the usual contraction of credit as agricultural loan repayments became due.

Bank of Guatemala advances to the banking system declined from $31.5 million to $25.6 million during the first 2 months of 1962.

No figures are available on loans and discounts for the entire banking system but the seasonal contraction was underway throughout the system.

Paraguay Snapping Back From First Quarter Slump

Paraguay's economy is recovering strongly from its annual first quarter dip. The extent of the comeback appears to depend chiefly on continued stability in neighboring Argentina, according to the U.S. Embassy in Asuncion.

Foreign exchange reserves dropped 9% during the first quarter, but should come back in the next few months, because wheat now arriving under the July 7 PL 480 Agreement will obviate foreign exchange expenditures on this commodity until late 1962.

Unusually dry weather plagued river transportation and road construction during the first quarter of 1962.

The Paraguay and Parana Rivers were so low that most large ships had to unload at ports downriver from Asuncion, resulting in costly delays in receiving merchandise.

Drought conditions hampered the Tans-Chaco Road construction operation, but travel picked up on the completed sections of the road and a regular bus service was established.

The management of the Central Railroad of Paraguay, owned and operated by the Government since October 1961, states that net losses are being reduced under an austerity program aimed at cutting labor costs.

They admit, however, that capital will be necessary to rehabilitate the railroad and its equipment.

Depending on the Argentine situation, the outlook for the rest of 1962 is brighter, since meat-packing plants are now in full production and the cotton crop is expected to double last year's output.

Imports were up slightly over last year because PL 480 wheat shipments are now included in customs figures, and exports improved by 18%.

The agricultural outlook was very favorable at the close of the first quarter of 1962.

Cotton and tobacco crops were up sharply over 1961, and the late May sugar harvest was a month early because of the local sugar shortage.

This year's sugar crop will probably be somewhat less than the 29,000 metric tons produced in 1961, with tight credit having reduced cultivated acreage.

Money supply remains relatively stable, but savings deposits rose 34% and time deposits increased 61% in the first quarter of 1962.

Wholesale prices and living costs continued to rise and the minimum wage was increased by 15% on April 1.

The 1962 national budget, promulgated in April, totals $24.3 million (equivalent) for the April-December period, as compared with $21.6 million for the corresponding period in 1961.

Industrial production has perked up in early 1962, but the delayed opening of the meat-packing plants kept overall production at a lower level than usual.

Modernizing for LAFTA

Insofar as capital permitted, exporting industries continued their expansion and modernization programs designed to take advantage of Paraguay's favored position in the Latin American Free Trade Association (LAFTA).

In view of her lagging state of development, Paraguay's partners in LAFTA have given her special trading concessions designed to stimulate her economy.

The National Telecommunications Administration raised its rates slightly to obtain funds for expanding and improving Paraguay's international telecommunications system and building a headquarters building.

The building will house equipment costing $1.5 million, $1 million of which was obtained from the Development Loan Fund.

The Paraguayan Government has created a National Aviation Council which is reviewing existing regulatory and statutory powers in the entire field of civil aviation, as well as negotiating with Argentina for a bilateral air agreement.

Paraguay's new Labor Code went into effect at the end of the quarter. The new code pulls together various previous laws and provides for Labor Courts and a Permanent Council of Conciliation and Arbitration.

Mexico Shakes Off Slump, Attracts Private Business

The Mexican economy is steadying after a rocky first quarter and indications are for continued improvement during the rest of 1962, marked by an increased economic growth rate and the opening up of remote regions.

Business activity was spotty, but appears to have stabilized somewhat. Chemical sales picked up, as did radio and TV equipment sales volume.

Retail chain food store sales are firm, and urban department store sales are up.

Cement sales have been better in the Federal District, but disappointing in other areas.

Steel sales are larger than in 1961, but this was attributed more to import substitution than to a rise in demand.

A cotton textile strike resulted in a higher wage increase for workers in modern plants than for those in outmoded ones.

Production loss was estimated at 40%, but factories had adequate inventories for customers' needs.

Wholesale cotton goods prices were expected to rise following the wage increases

The Minister of Finance reported that the Bank of Mexico's reserves on March 29 were $375 million, a rise of $51 million above last year, and that IMF, U.S. Treasury, and Export-Import Bank availabilities amounted to $345 million.

Better Growth Seen

The Director of the Central Bank referred to signs of a greater rate of economic growth in the early months of 1962, and reaffirmed that the Government would maintain the present rate of exchange and free convertibility of the peso.

The state of the economy was reviewed by the Government and commented upon by the business and financial community at the Annual Convention of the Mexican Bankers' Association.

The Minister of Finance told the convention that 1961 had been one of the most difficult years in the past decade, due principally to foreign developments beyond Mexico's control.

He cited political difficulties in the hemisphere and steep price declines for some export commodities.

The Director of the Bank of Mexico told the convention that the maturity of the Mexican financial system had enabled the economy to withstand the drop in private investment and a capital flight of at least $125 million in 1961 without drastically affecting the country's growth.

The flow of direct foreign investments had fluctuated, he said, but totaled $93 million for the year.

The President of the Federation of Industrial Chambers observed that the 3.5% GNP growth rate in 1961 was the lowest in 20 years, and that recovery was the joint responsibility of the public and private sectors.

He also said that businessmen wish to have the spheres of public and private activity precisely defined and that the Alliance for Progress should liberalize lending procedures to channel as much capital as possible through private banks to private businessmen, who lack adequate financial resources.

Siderurgica Nacional, S.A. has agreed with Saco-Lowell Shops to produce its textile machinery for the Mexican market.

Want U.S. Machines

Siderurgica Nacional is a government-owned plant in the industrial city of Sahagun, and was formerly affiliated with Japanese textile machinery firms.

The Mexican cotton textile industry needs modernizing, and prospects are good for sales of new spinning and weaving machinery.

Company officials expressed hope that similar arrangements could be made with U.S. loom manufacturers.

Shipyard Denationalized

The government shipyard at San Juan de Ulua, was turned over to a private firm, Astilleros de Veracruz, S.A. on April 1.

The majority of the stock is held by Mexicans, and the remainder by the Maryland Shipyard Co. of Baltimore and Burmeister and Wain of Copenhagen.

The new firm plans to manufacture ships of up to 15,000 tons.

The longest bridge in Mexico, crossing the Coatzacoalcos River and providing better access to the Yucatan Peninsula, was opened by President Mateos on April 1.

Aeronaves de Mexico, government-owned international air line, began a triweekly service in Lower California which should benefit the economy of that State.

The first commercial radio broadcasting station in Quintana Roo will be established soon, and access to that remote southeast Territory is being improved by new roads.

Strengthens Brazilian Ties

During the visit of Brazil's President Goulart to Mexico in April, Mexico and Brazil exchanged notes to formalize an agreement establishing a permanent commission for industrial cooperation.

This commission will make studies and recommendations for maximizing trade and industrial cooperation between the two countries within the framework of the Latin American Free Trade Association (LAFTA).

A delegation of the Brazilian automotive industry also visited Mexico to explore possibilities for integrating the automotive industries of the two countries.

Industrial developments included the output of "Genetron" refrigerants and propellant gases by Quimobasicas, S.A. under a licensing agreement with a U.S. firm.

The company's plant in Monterrey cost $2 million and has an annual capacity of 1,800 metric tons.

Halocarburos, S.A. started producing freon under another licensing arrangement with a U.S. firm.

The plant's initial capacity is 2,000 metric tons a year.

Liquid Carbonic de Mexico, S.A., with 6 carbonic gas plants already established, is constructing a new one at Salamanca to produce carbonic gas in cylinders, low pressure carbonic gas, and dry ice.

The plant, estimated to cost $560,000, is scheduled to start production late this year, and will expand to produce industrial gases in 1963. Mexico consumes about 1,200 tons of refrigerants and propellant gases a year.

Reynolds Aluminio, S.A. may build a bauxite reduction plant in Tabasco State to produce aluminum from bauxite by a new Canadian direct reduction process.

The project depends on the availability of cheap power from the Malpaso Dam on the Grijalva River, which will be completed in about 3 years.

Yucatan Being Opened

The Inter-American Development Bank has granted Mexico a loan of $9.2 million from the Social Progress Trust Fund for constructing water supply and sewerage systems in the Yucatan Peninsula.

The cost of living index in March was 2% below January, but was still 0.6% above March 1961. The wholesale price index rose 1% over both February 1962 and March 1961 levels. Currency in circulation was 3% higher than a year earlier.

The tourist trade also continues to have a banner year, and two large hotels, the Maria Isabel in Mexico City and the Hilton in Acapulco, have been opened in 1962.

Honduras 'Common Market' Duties Set

TEGUCIGALPA—New import charges under Central America's common market program (FCW, Oct. 23, 1961, p. 31) will be put into effect by Honduras on June 4, the U.S. Embassy reports.

The Minister of Economy and Finance has announced that merchandise on board ship before June 4 will not be subject to the new duties.

The common rates, established by the Agreement on the Equalization of Import Charges, and its Protocol, are somewhat higher than Honduras' previous rates on many items.

Commodities affected, with new specific duty rates (in U.S. dollars per gross kilogram plus percent ad valorem of c.i.f. value) and current Honduran rates in parentheses, follow:

012-01-00 Pork (including bacon and ham), dried, salted, smoked or cooked, not otherwise prepared, not canned. 0.80 and 25% (1.00).

013-02-03 **Poultry and feathered game, other meat of any kind, preserved, prepared in any manner, with or without vegetables, in airtight containers:**

013-02-03-01 prepared as baby food 0.15 and 10% (formerly dutiable at 1.00)

013-02-03-09 all other 0.75 and 10% (formerly dutiable at 1.00)

051-01-00 Fresh fruit 0.30 and 25% (0.15)

292-05-00 Seeds, bulbs, tubes and rhizomes of flower or foliage plants, cuttings, slips, trees and other live plants Free and Free (Free)

511-02-00 Copper sulphate Free and 8% (0.03)

511-09-26-09 Salts of soda other than silicates, bicarbonates and sulphates. 0.01 and 15% (511-09-26-Z; 0.25)

599-01-01 **Cellophane paper:**

599-01-01-01 For making laminated plastics Free and 10%

599-01-01-09 Others 0.15 and 15% (both formerly dutiable under 599-01-01 at 0.10)

611-01-02 Bovine cattle hide leather and equine leather, n.e.s., dressed 0.55 and 10% (0.375)

699-22-01 Ranges (ovens), furnaces, stoves and water heaters, and parts 0.05 and 10% (0.15)

716-08-01 Spindles, tubes, cops, shuttles, bobbins, spools and similar articles for textile machinery Free and Free (Free)

716-08-02 Machinery and apparatus for combing, carding or spinning textile fibers Free and 5% (Free)

716-08-03 Spinning looms of all kinds; hosiery machines and machines for making tulle, lace, embroidery, trimmings and net, including sizing machines and dobbies and Jacquard machines for special fancy fabrics Free and 5% (Free)

821-02-03 **Other metal furniture n.e.s., assembled or not, with or without parts of other materials (including ice-chests, shelves, screens, filing boxes), to stand on the floor:**

821-02-03-01 Barber chairs Free and 15%

821-02-03-02 Of aluminum 1.50 and 30%

821-02-03-09 Others 0.90 and 30% (821-02-03 formerly dutiable at 0.25 and 25%)

821-09-01 Mattresses stuffed with materials of any kind, including non-pneumatic rubber mattresses, those reinforced with springs and box spring mattresses. 2.00 and 20% (25%)

Under the Protocols 41 items in Honduras are subject to gradual equalization over a 5-year period so that at the beginning of the sixth year they will be subject to a uniform rate in all signatory countries.

In some instances equalization will be quicker.

An example of equalization is given below:

612-03-02 Soles, heels and other cut out or made-up leather parts for footwear. Current Honduran duty, 0.30. Equalized rate to be reached at the beginning of the sixth year, $1.50 and 10%

Rates applicable during transition: First year—0.30 & 10%; second year—0.55 & 10%; third year—0.80 & 10%; fourth year—1.00 & 10%; fifth year: 1.25 & 10%.

Examples of other items subject to gradual equalization, with the equalized rate and present Honduran rate in parentheses, follow:

654-04 **Fabrics, tulle, lace, ribbons, velvet, and the like, embroidered, in the piece, in strips and other forms, not including embroidered clothing and other embroidered made-up articles:**

654-04-03 Of rayon (artificial silk), pure or mixed 6.00 & 20% (25%)

013-09-02 **Extracts, essences, soups, broths and edible juices obtained from marrow, bones or meat of any kind, in liquid, solid, paste or powder form, in airtight containers, as well as other meat preparations, n.e.s.:**

013-09-02-01 Soups or broths, liquid 0.75 & 10%

013-09-02-09 All others 1.00 & 10% (both formerly dutiable at 0.75)

511-01-02 Sulphuric acid 0.03 & 10% (0.075)

899-14-04 Articles for baseball and softball, except shoes 0.20 & 10% (0.50)

Overseas Investing Eased for British

It will be easier for British firms to invest in the United States and in other non-sterling areas as a result of a May 17 liberalization of exchange control regulations by the Chancellor of the Exchequer.

Direct investment in the non-sterling area may be permitted through the switch dollar market or suitable borrowing abroad without having to show a clear short-run gain to the British balance of payments as required under last July's sterling-crisis restriction.

Investment proposals meeting the July requirement will continue to be financed out of ordinary official exchange reserves.

Switch dollars, also known as security dollars, arose from non-sterling area sales by British residents of non-sterling stocks and bonds.

Up to now these switch dollars have been available only for purchase of other non-sterling securities.

Industry Licensing Updated by India

NEW DELHI—Nineteen "approved" and 178 "rejected" industries appear in current Government listings—effective until Sept. 30—under the Industries (Development and Regulation) Act, the U.S. Embassy reports.

The listings, revised periodically (FCW, Jan. 22, p. 136), indicate which license applications will routinely be approved or disapproved without review by the Government's Licensing Committee.

General Policy

In general, "approved" industries are those India is encouraging and "rejected" industries are those India is discouraging.

Currently "approved" are: boilers; fishing boats and crafts; brazing tips; conveyors; electric overhead traveling and wharf cranes; heavy fabricated structures; gear industry; hand tools and small tools including precision tools like plug-gauges, angle plates, etc., but excluding twist drills, steel files and forged tools; machine tools, all types; structural ropeways; sluice gates and gearings; water meters; winches; industrial machinery; cottonseed oil; finished leather; solvent extraction from oil cakes and rice bran; and crockery and stoneware pipes not requiring foreign exchange.

"Rejected" categories include: agricultural tractors and implements; crawler tractors; aluminum fabricated forms; non-ferrous metals and alloys, including fabricated forms; vehicle and parts; bicycles and parts; domestic consumer durables; railway mechanical signaling equipment; various steel products such as pipes and tubes, bolts and nuts, windows and doors, wire nails and ropes; paper-making, sugar, and tea-processing machinery; rubber transmission belting; radio receivers and public address equipment; industrial refrigeration plants; and numerous other products of engineering industries.

Also, rayon staple fiber and tire-cord yarn; glass and glassware; newsprint; pulp, including rayon grade; styrene butadiene synthetic rubber and reclaimed rubber; paper and paperboard; certain woolen and cotton textiles; beer; numerous drugs and pharmaceuticals; polystyrene and polyethylene; and a wide range of other chemicals and light manufacturing industries.

Information on the listings is available from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Additions Made to Mexican Prior Import List

Naming new items requiring a prior import permit from the Mexican Ministry of Industry and Commerce, *Diario Oficial* lists:

Repair parts for railway boxcars and gondolas, ball point pens, fountain pens, automatic pencils and their parts.

Also, tassels of yarn, various tools, metal wires, special purpose paper, and printing inks.

New items and dates are as follows:

Effective April 4:

766.01.00 Separate parts and pieces, of cast or forged iron or steel, for repair of brake systems of all railway and tramway cars except locomotives.
766.01.01 Separate parts and pieces, of cast or forged iron or steel, for repair of railway and tramway boxcars.
766.01.02 Separate parts and pieces, of cast or forged iron or steel, for repair of open railway and tramway freight cars except locomotives and those specified in fractions 766.00.04, .05 and .06 (wheels).
766.01.03 Separate parts and pieces, of cast or forged iron or steel, for repair of coupling systems of railway or tramway cars, except locomotives.

Effective April 7:

721.99.99 Hand tools and steel drills of any kind.
743.07.00 Separate and spare parts for mechanical hand tools and steel drills of any kind.
743.00.05 Molded pieces (weighing up to 1,500 grams each), of ferrous or aluminum alloys, permanently magnetized or those not permanently magnetized, for use in electrical apparatus.
749.05.07 Separate and spare parts of iron or steel, whether or not alloyed with other metals, for machines and appliances used in agriculture, industry, mines or in the arts, weighing up to 5 kilograms, n.s.m. (Import control applies to steel drills of any kind.)

Effective April 9:

670.02.06 Iron or steel wire, with clasps, rivets and loops, for fastening packages.
670.02.07 Iron or steel wire, double, circular section, soldered parallel over the whole of its length, each wire up to 3 mm. in diameter
670.02.08 Iron or steel wire, up to 1 mm. in diameter, lead-coated, containing more than 20% of lead, for use as safety fasteners for milk bottle closures.
670.02.12 Iron or steel cable, with or without vegetable-fiber core.
670.02.13 Iron or steel wire, tinned, galvanized, bronzed, copper or brass-coated, up to 3 mm. in diameter.
930.02.00 Air or spring arms or other unspecified arms.
930.02.01 Arms and implements exclusively for exploding capsules or cartridges containing asphyxiating, poisonous or other substances.
930.03.05 Pistols for exploding gas cartridges or for signal lights, not suitable for firing metal projectiles.

Effective April 10:

646.01.00 Tassels of cotton yarns, threads or fabrics.
646.01.01 Tassels of yarns, threads or fabrics of vegetable fibers other than cotton.
646.01.02 Tassels of yarns, threads or fabrics of animal fibers other than silk.
646.01.03 Tassels of yarns, threads or fabrics of artificial fibers or with a mixture of another fiber than silk.
646.01.04 Tassels of yarns, threads or fabrics of silk or with a mixture of another fiber.
649.19.00 Powder puffs with fabric of any fiber, with or without hide of skin.
655.02.04 Glass capillary tubes up to 65 cm. long with exterior diameter up to 2 mm., used for fabrication of resistances for electrical apparatus.

Effective April 11:

895.14.07 Separate parts ("mechanism") of automatic pencils, not ball-point, of any material or base metal.
895.14.10 Separate parts ("nibs") of fountain pens, not ball-point, wholly or partly of precious metal.
895.14.12 Ball-point pencils, automatic pencils, fountain pens and penholders of any material including base metals not classified as precious metals.
895.14.13 Ball-point pencils, automatic pencils, fountain pens and pen-holders of gold or silver or plated with those metals, with or without parts of any other material or those which contain precious metal in any portion.
895.14.14 Separate parts ("tubos suajados"—tubes with diameter smaller at one or both ends) for replacement, without ink or writing points, of base metals.
895.14.15 Separate parts ("fillers") for fountain pens, not ball-point, of any material.
895.14.16 Separate parts ("ink reservoirs") for fountain pens, not ball-point, of rubber.
895.14.17 Separate parts ("tops") for ball-point pens, automatic pencils, or fountain pens, of base metal, with or without clip.
895.14.18 Separate parts ("clips") for ball-point pens, automatic pencils or fountain pens, of base metal.
895.14.19 Separate parts ("barrels") for ball-point pens, automatic pencils, or fountain pens, of base metal.
895.14.20 Plastic tubes, with or without parts of other materials, which hold cartridge and points of fountain pens.
895.14.96 Separate parts of ball-point pencils and pens, automatic pencils, fountain pens and pen holders of any material other than metal, n.s.m.

Effective April 12:

762.00.41 Curved or flexible tubes, cut to special size, exclusively for automobiles.

Effective April 25:

513.00.09 Mixtures of paraffin wax or greases with coloring materials, for manufacture of machine ribbons or carbon paper.
516.01.00 Printing, lithographing and duplicating ink, weighing up to 50 kilograms including the immediate container.
516.01.01 Printing, lithographing and duplicating ink, weighing more than 50 kilograms including the immediate container.
517.00.00 Paint boxes, with or without any kind of painting requisites.
514.00.00 Varnishes, polishes, colors and pigments for footwear and leather, with dissolvents other than alcohols or ethers, weighing up to 5 kilograms including the immediate container.
514.00.01 Varnishes, polishes, colors and pigments for footwear and leather, with dissolvents other than alcohols or ethers, weighing more than 5 kilograms including the immediate container.
593.00.16 Insulating compounds with a base of asphalt, used in electrical apparatus, containing more than 90% solid material at 100° centigrade, and more than 5% ash.
631.07.02 Carbon paper, cut into strips up to 10 cm. in width and weighing more than 50 grams per sq. m.
631.07.04 Stencil paper.
631.07.99 Carbon paper, n.s.m.

Effective April 26:

743.07.03 Pieces of iron or steel ("chisels," burin) of high alloy, with or without carbide reinforcement, square, round or rectangular, of more than 2 and not more than 30 mm. in diameter, not longer than 35 cm.
671.02.04 Copper wire, uncovered, with core of steel or iron, maximum diameter 8 mm.
671.02.05 Copper wire, uncovered, with core of steel or iron, whose diameter is more than 8 mm.

Israeli Securities Trust Prepared for Launching

TEL AVIV—Steps to establish an open-end investment trust specializing in Israeli securities are under way in Israel and the United States, the U.S. Embassy reports.

A $36 million trust is to be formed by a Boston group headed by Lawrence Laskey.

Paine, Webber, Jackson and Curtis investments are to underwrite the issue, while John P. Chase, Inc., Boston, will act as advisor to the trust.

An Israeli banker specializing in securities trade will be the exclusive representative in Israel.

Lebanon Lifts Curbs On Certain Imports

A move by the Ministry of National Economy towards the liberalized foreign trade policy advocated by the Beirut Merchants' Assn. is reported by the U.S. Embassy.

By Decrees Nos. 157/1 and 159/1 the Ministry has removed these items from the list of products requiring import licenses:

15-07 b7, sesame oil (tehini); *64-05 b*, cork insoles; *84-41*, special furniture for radio and television sets and sewing machines.

Saudi Arabia Bans Import Of Too-Alcoholic Cologne

JIDDA — The Government is now requiring chemical analysis before entry of imported "colognes," as a precaution against admission of products which might be used as intoxicating beverages, the U.S. Embassy reports.

Although an announcement by the Directorate General of Customs indicated that the chemical analysis would be made in laboratories of the Health Ministry or the Ministry of Petroleum and Mineral Resources, the permissible percentage of alcohol was not published.

"Cologne" presumably includes a wide variety of toiletries such as perfumes, after-shave lotions and the like.

The chemical analysis requirement implements Decree No. 18402, issued last February.

Prior-Import List Grows By Over 100 in Colombia

BOGOTA—More than 100 tariff positions formerly on the license-free list have been transferred to the prior-import license list, effective May 15, according to the U.S. Embassy.

New listings include:

Hop cones and lupulin (87); earth colors, unworked (178-b); natural substances for making hydraulic mortar (191); carbolic acid and cresols (205-b-2); naphthalene (205-b-3); paraffin (208); chlorine (217-b); ammonium hydroxide (226); aluminum oxide and hydroxide, except artificial corundum (229-b); copper sulphate (240-i).

Also, salts of hydrosulphuric acid of sodium (243-a-1); acetaldehyde, metaldehyde, and paraldehyde (270-b); urea containing 46% or more of nitrogen (272-b); solvents of aliphatic and aromatic ethers and esters except solvents of methyl-, ethyl-, propyl-, butyl-, and amyl-acetates (273-b-2); aliphatic and aromatic ethers and esters other than ethyl ether and solvents (273-c); tannic acid and gallic acids, and their salts (274-e-2-A); benzoic acid, anthranilic acid and their salts; phthalic acid and its salts and phthalic anhydride (274-e-2-B); pyridine (274-g-1); certain other aromatic and heterocyclic compounds (274-e-3 and 274-g-5).

Also, fungicides (281-b-2); deoxidizing preparations and other auxiliary soldering preparations (287-b-7); certain chemical products and preparations (287-b-10); catgut and other sterile surgical suture materials (292-h-1); commercial documentary and publicity sound films (ex 294-d-2-B); papers and cards for photography, sensitized with iron salts and other salts (296-c); yellow oxide (ex 306-h); prepared water pigments for finishing leathers, and colors for textiles (308-d-1); metal polishes (324-a); stoppers for receptacles (377-d-2); combs of hardened rubber (ex 379-c); slabs, sheets, tubing and the like, based on agglomerated cork (408-b); chemical paper pulp (416-b-2); bobbins and tubes of paperboard or paper, for spinning and weaving (432); uncancelled postage stamps, stamp-impressed paper, bank notes (439-b-3); illustrated motion-picture advertising material (439-b-4); sheep or lamb wool, not carded or combed (493-a and 493-b); pure wool and animal hair, carded or combed in slivers (500).

Also, yarn of coarse animal hair and horsehair, also mixed with vegetable textile materials (505); certain waxed or oiled fabrics (573-c-2); rubberized textile fabric strips for electric insulation (577-c-1); cord fabric for manufacturing tires (579-d-1-A and 579-d-1-B); piece goods for manufacturing of gloves of knitted and crocheted cotton or of other vegetable textile materials (583-a-1); safety helmets (612-c-1-A and 612-c-1-B); glass tubes for neon signs (644-c-3); articles of slagwool (645-a); unworked iron or steel sheets and plates, flat, simply forged or hot rolled, of any thickness and up to 24-inch width (703-a-1-A and 703-a-2-A); tin plate (704-c); polished iron or steel plates and sheets, flat and surface worked (704-a).

Also, special steels in blocks or ingots (707-a), blooms, billets or sheet bars (707-b), and solid or perforated bars, wire, sheets or hoops and strip (707-c-1, 707-c-2, 707-c-3); burners and parts (735-b-1); spades, shovels, picks, mattocks, hoes, forks, and rakes (741); axes, hatchets, etc. (742-b); unworked articles of iron and steel (755-A-1, 755-a-2-A, 755-a-2-B); thick copper wire (757-a-2); copper tubes and pipes (760-B, 760-C, 760-D); cables, cordage and plaited bands of copper wire, not covered with insulating material (764); copper rivets (ex 766); aluminum rivets (ex 784-a-2); electric pocket lamps (812-c); automobile oil filters (ex 823-a-2-A); automobile spark-ignition and diesel engines (823-b-1-A, 823-b-1-B, 823-b-2-A, 823-b-2-B).

Also, pneumatic hammers for compacting (ex 826-b); fans, parts and components (828-c); blowers and similar machines (828-d-1); agricultural sprayers (829-a-1 and 829-a-2); beekeeping and poultry-keeping machines (836-b-4); parts and components for machines treating earth, stones, ores, etc. (840-d); parts and components for sewing machines (847-d); typewriter spools (ex 851-c).

Also, crown wheels, racks, and gears (857-b); resistors for electro-thermic appliances (865-c); filament lamps for technical, scientific or industrial purposes (866-a-3); transistors (868-a-2); radio tubes (868-a-3); reception and amplifying tubes and lamps (868-a-4); certain other tubes (868-a-5); electrical telegraph apparatus (869-a); telephone apparatus (869-b-1, 869-b-2, 869-b-3-B); disassembled loudspeakers, parts and components (869-c-1-b); measuring and registering apparatus (872-a); electricity meters (872-b).

Also, tractors, complete (889-a); motor vehicles, weighing more than 1,650 kilograms (890-a-4); certain bicycle parts and components (896-b-1); hypodermic needles (923-a-1, 923-a-2); and plastic discs for watches (967-c-12).

Jordan, India Confer On Trade Increase

NEW DELHI—Talks looking toward stepped-up Jordan-India trade under a renewal of the July 3, 1961, trade agreement between the two countries were held here recently, the U.S. Embassy reports.

The renewed pact would increase Jordanian exports of phosphate, potash and bromine, gypsum, goat skins, wool, and olive oil, and Indian exports of textiles, some food and agricultural products, chemical products, mechanical and electrical products, household equipment, hardware, rubber and leather goods, handicrafts and stationery.

Lebanese Decree Bans Penicillin Lozenges

BEIRUT—For "lack of medical efficacy," importation of penicillin lozenges has been banned under Decree No. 165/1 of the Ministry of Public Health, the U.S. Embassy reports.

The decree, based on findings of the Ministry's pharmaceutical section and the Health Technical Committee, was signed last Dec. 5 but not published in the *Official Gazette* until Apr. 25.

'Professional Tax' Hiked in Portugal

LISBON—A new "professional tax" scale on income from employment and services, effective Jan. 1, 1963, has been announced by the Government, according to the U.S. Embassy.

Foreigners working on construction of the Tagus River bridge and its approaches are exempt, as are persons making less than 18,000 escudos ($650) a year. New tax rates are as follows:

Incomes from 18,000 to 40,000 escudos, 1%; up to 80,000 escudos, 2%; up to 120,000 escudos, 3%; up to 160,000 escudos, 4%; up to 200,000 escudos, 5%; up to 250,000 escudos, 6%; up to 300,000 escudos, 7%; and over 300,000 escudos, 8%.

Previously, there were exemptions of 15,000 escudos for Lisbon and Oporto residents, 13,500 escudos for persons residing in capitals of provinces, and 12,000 escudos for residents of other parts of the country.

The former rates of the professional tax were as follows: 1% on wages and 2% on salaries under 60,000 escudos; 3% on salaries over 60,000 escudos.

Holders of World Trade Information Service Publication No. 61-70, Part I—*Establishing a Business in Portugal*—should make note of these changes on page 9.

Beet Sugar Molasses Quota Extended by West Germany

BONN—Extending the global import quota for beet sugar molasses, the Federal Republic of Germany has set a July 13 closing date for import license applications, the U.S. Embassy reports.

The last date for customs clearance is July 31.

Specifications include minimum sugar polarization of 47%, 40½ (old) degrees Beaumé.

Saudi Arabia Requires Flour Import Dating

JIDDA—All flour sacks entering Saudi Arabia must bear packing dates under a new regulation publicized in newspapers here by the Directorate General of Customs, the U.S. Embassy reports.

After expiration of a 4-month grace period dating from the press announcements around the beginning of May, undated shipments will be stopped.

Importers and dealers have been requested to notify overseas flour suppliers.

Cereal flours—a principal U.S. export to Saudi Arabia—totaled 56,065 metric tons worth about $4,246,410 in the period July 7, 1959-June 24, 1960; special-purpose flour exports amounted to 1,473 metric tons worth $122,666.

U.S. Samoa Hosts Pacific Meeting on Development

The U.S. will host the Fifth Session of the South Pacific Conference at Pago Pago, American Samoa, from July 18 to 30.

Delegates from 17 South Pacific territories, the Kingdom of Tonga and the newly independent nation of Western Samoa will discuss methods of establishing a balance between social and economic development, training Pacific islanders in business methods and practices and the changing role of women in the Pacific.

Representatives of international organizations, missionary groups and universities will attend the triennial meeting as observers.

The conference is an auxiliary body of the South Pacific Commission, which is composed of the metropolitan governments of the U.S., U.K., the Netherlands, France, Australia and New Zealand.

Following the conference, the Commission will meet to consider the recommendations adopted by the delegates.

Japanese Auto Firm Granted EXIM Loan

The Export-Import Bank of Washington has authorized a $4.1 million loan to Prince Motors, Ltd., of Japan.

Eximbank President Harold F. Linder said the loan will be used to purchase automobile production equipment in the United States.

Prince Motors, one of the four largest auto producers in Japan, will use the acquired machinery to outfit a new plant at Murayama, near Tokyo.

Although the Eximbank loan is for $4.1 million, Prince expects to buy a total of $6.2 million worth of auto production items in the U.S., including body presses, gear cutters, grinders, lathes, and heat treating and testing equipment.

About 16 U.S. suppliers and manufacturers are expected to receive orders as the result of the Eximbank lending.

Prince Motors' expansion plans are calculated to help meet the increasing demand for automobiles in Japan.

A small portion of future output is slated for the South East Asia export market: Hong Kong, Thailand, Malaya and Taiwan.

The loan calls for repayment over a period of six years, commencing in 1964.

Canadian Lumber Imports Studied By U.S. Group

At the request of the White House, the Department of Commerce is taking the lead in organizing a Government-wide study of the U.S. lumber industry and its growing problems, including overcapacity, raw material costs, competition with Canadian lumber, and West-to-East transportation charges, with resultant unemployment, reduced income and an unfavorable profit situation.

An inter-agency task study group, composed of representatives from interested agencies, held a preliminary meeting last week.

Executive departments involved in the study include the Council of Economic Advisors, Agriculture, Interior, Labor, Treasury, State, the Interstate Commerce Commission, and the Tariff Commission.

Commerce units participating are the Business and Defense Services Administration, Area Redevelopment Administration, Bureau of the Census, Maritime Administration and the Bureau of International Programs.

The study will cover the extent of Canadian lumber shipments and their effects on the U.S. lumber industry; the price of logs harvested by private industry from Federal lands; shipping costs and transit privileges; comparative labor costs, preferential and discriminatory tax features, and any other pertinent factors bearing on present conditions in the industry.

Tariff Commission To Study Impact Of Foreign China

The U.S. Tariff Commission has scheduled a public hearing in Washington Aug. 7 to determine if imports of certain china, porcelain and other vitreous wares have reached levels which threaten to injure domestic producers.

Persons wishing to make statements at the hearing, which was requested by the American Fine China Guild, Inc. should notify the Secretary of the Tariff Commission in writing at least 5 days before the hearing.

The guild's application may be examined at the office of the Secretary of the Tariff Commission in Washington or at the New York offices of the Tariff Commission in the Customshouse.

U.S. Loans $3 Million To Egyptian Firm For Plant Expansion

The Agency for International Development (AID) has loaned an Egyptian cellophane maker $3 million for plant expansion.

The nationalized Societe Misr Pour la Rayonne, SAE, one of the United Arab Republic's 30 leading industrial enterprises, will use the AID funds to increase the capacity of its Kafr El Dawar plant near Alexandria.

The Egyptian government is guaranteeing the loan, which must be spent in the U.S.

The company is required to repay the loan in dollars within 12 years, including ¾% interest to the U.S. and a 5% charge by the Egyptian Government for its participation.

The company may elect to repay the Egyptian Government in its own currency, in which case Egypt would repay the U.S. over a period of 40 years.

AID also agreed to loan the Egyptian Government itself $17 million to launch the first phase of a grain storage and distribution system throughout Egypt.

U.S. Exports Rise 40% Since 1955

U.S. exports in 1961 reached a whopping $20.1 billion, 40% higher than their value in 1955.

Imports for 1961 were $14.7 billion, representing a 25% increase over 1955, but 6% less than 1959's peak of $15.6 billion.

The figures, just released by the Bureau of International Programs, U.S. Department of Commerce, are contained in the World Trade Information Service publication, "Total Export and Import Trade of the United States, January-December 1961."

Statistics given in the report show comparative yearly trends in U.S. foreign trade since 1955.

In addition, the annual data on U.S. foreign trade include, for the first time, figures on uranium and other fissionable materials which have only recently become available.

Copies of this WTIS report, Part 3, No. 62-11, may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or from any U.S. Department of Commerce Field Office, at 20 cents a copy.

AID Studies Power Lack In Developing Economies

The Agency for International Development (AID) is striking at one of the roots of world poverty by sponsoring a private study of the effect of power shortages in retarding economic progress in underdeveloped areas.

The General Electric Engineering Laboratory is directing the project in association with the Massachusetts Institute of Technology (MIT) Center of International Studies, the Stanford Research Institute, and representatives of Cornell University and CARE.

Estimated cost is $355,000.

The consortium's basic purpose is to study the problem of local power shortages in the developing countries before designing mechanisms to solve the problem.

Two teams, each representing a combination of engineering, economic and sociological talents, are now visiting small scale power plants in India, Pakistan, Egypt, Chile, Peru, and Colombia.

Their mission is to determine the relative importance of maintenance problems, fuel cost and availability, supply of power-using equipment, and lack of capital as barriers to power development.

The program includes preliminary technical appraisals of low cost electric generating plants suitable for operation with indigenous fuels.

Results of the on-site investigations will be combined with studies by MIT specialists.

These include: cost analysis of alternative sources of power, including use of indigenous fuels; evaluation of various types of small-scale generators; complementary investment requirements of power using equipment; cost-benefit analyses of the products of electric power utilization; and design of alternative evaluation systems to measure the social and economic effects of power introduction at the local level.

The research program will require 6 to 8 months, with a final report and recommendations due October 31.

Creeping Red Fescue Imports Ruled Harmless

The Tariff Commission reports that creeping red fescue seed is not being imported in such quantities, either actual or relative to domestic production, as to cause or threaten serious injury to domestic industry.

The Commission therefore made no recommendation to the President for the modification or withdrawal of the concession to creeping red fescue seed.

U.S. Sells $17 Million In PL 480 Surplus Food

Surplus U.S. agricultural commodities worth almost $17 million have been sold to 3 countries under Public Law 480.

Venezuela has agreed to buy 4.7 million bushels of corn and 18,000 bales of cotton, valued at more than $8.5 million, under Title IV of the Law, which authorizes long-term supply and dollar credit sales.

Indonesia will purchase 617,000 hundredweight of U.S. rice valued at $4.8 million under Title I of the program, and the Republic of the Congo has contracted for more than $3.4 million worth of milled rice, wheat, frozen and canned chicken, and canned fruit.

Most of the proceeds from these sales will be used for economic development loans to private U.S. and domestic firms in the individual countries.

AID Gives Tunisia $10 Million Loan

The Agency for International Development (AID) has loaned the Tunisian Government $10 million for purchase of U.S. materials and supplies to aid her economic development program.

The loan, which constitutes part of AID's overall $30 million program of economic assistance scheduled for Tunisia in 1962, will help the government buy agricultural equipment, road equipment, trucks, iron and steel products, cotton textiles, pumps and engines, and mine and well-drilling supplies.

Tunisian currency gained from resale of the equipment to Tunisian users will be applied toward local development projects in agriculture, forestry, transportation, manufacturing, service industries and community projects.

The loan is repayable in dollars over a 40 year period, with a 10 year grace period. There is an annual credit fee of ¾%.

AID's 1962 program for Tunisia also includes a $7.5 million development grant, a $10 million supporting assistance allotment and $2.4 million previously allocated for three development projects.

El Salvador Sets Up Planning Council To Guide Development Program

El Salvador has taken another in a series of self-help steps designed to make the Alliance for Progress work in that country.

The Government has established a Council for Economic Planning and Coordination which, with assistance of a U.S. consulting firm, will draw up a basic development program for the small country.

The Council, created last month, has appointed a top engineer, Guillermo Borja Nathan, as executive secretary, a position of cabinet rank.

Dr. Borja is now Minister of Agriculture and previously was Undersecretary of Public Works.

Five other cabinet ministers are permanent members of the Council, which is headed by the country's President-elect, Julio A. Rivera. Rivera will take office July 1.

The aims of the Council are to plan and coordinate the economic activities of the nation toward maximum orderly and continuous growth and to achieve a better standard of living for all the people by broadening opportunities of progress and welfare.

The Council is responsible for incorporating programs and measures for the economic integration of Central America into the program for national economic development.

The U.S. has granted El Salvador $425,000 for technical assistance by a U.S. firm in drafting the development program and developing the planning agency.

Foreign Currency On Tap For Loan To U.S. Business

The U.S. Government has the equivalent of $185.5 million in the currencies of 17 nations earmarked for loans to U.S. businessmen or their affiliates for business development or trade expansion in these particular countries.

Named after Congressman Cooley of North Carolina, these "Cooley Loans" are made in local currencies received from the sale of surplus agricultural products under the Food for Peace Program. Repayment is in local currencies.

The loans are also available to foreign businessmen if their activities contribute to the sale of U.S. agricultural commodities.

The Agency for International Development, which administers the funds, currently has more than $68 million in Indian Rupees and $42 million in U.A.R. (Egypt) Pounds on hand. There are more than $14 million available in each of the currencies of Indonesia, Pakistan and Turkey.

Local currency development loans are also available for Taiwan, Israel, the Syrian Arab Republic, Ceylon, Greece, South Vietnam, South Korea, Tunisia, Finland, Ecuador, Iceland and Iran.

Loan applications should be made to the Agency for International Development, Washington 25, D.C., or to the U.S. AID Mission, care of the U.S. Embassy in the country involved.

U.S. Runs Out Of Cooley Funds For Philippines

An avalanche of loan requests has caused the Agency for International Development (AID) to suspend acceptance of applications for "Cooley" loans in the Philippines.

The rush by private industry for these local currency loans has far exceeded the potential supply of pesos, with U.S. and Philippine companies requesting loans of more than 30 million pesos, while only 15 million are expected to be available for lending.

The Philippine program had been reopened on February 28, 1962, in anticipation of peso income generated from sales under a new U.S.-Philippine agreement.

The decision does not affect Cooley loan programs in Korea, Taiwan, Viet-Nam and Indonesia.

All In Day's Work

Alliance Airlifts 4-H Cattle, Plans Co-ops, Home Loans

A gift of cattle to Paraguayan farmers, a financing survey for cooperatives in 4 Latin American countries, and self-help programs and "seed capital" loans to stimulate better housing development are among recent projects of the Alliance for Progress.

The three projects were announced recently by the Agency for International Development (AID).

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Private citizens in Maine, New York, Massachusetts, Connecticut and Rhode Island recently turned over 48 head of breeding cattle to young Paraguayan farmers.

AID flew the 6 bulls, 18 heifers and 24 purebred Jersey calves to the 4-C organization in Asunción (comparable to the 4-H Club in the U.S.).

The cattle were presented in a ceremony at San Lorenzo, near Asunción.

Taking part in the presentation were the Rev. James S. Pemberton, Providence, R. I., head of the Rhode Island Heifer Project Committee which handled the project; Norman Hamlin, Turner, Maine, also of the heifer project; U.S. Ambassador William P. Snow; AID Mission Director Charles Russell; Paraguayan Agriculture Minister Ezequiel Gonzalez Alsina; National 4-C Development Chairman Dr. Francisco Esculies.

Dr. Esculies described the gift as a "magnificent gesture and expression of solidarity."

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AID has contracted for a feasibility study of financing for cooperatives in 4 Latin American countries yet to be announced.

Teodoro Moscoso, U.S. Coordinator of the Alliance for Progress, signed the $82,100 AID contract in Washington with Harry Culbreth, an executive of the Fund for International Cooperative Development with headquarters at Columbus, Ohio.

The contract calls for the fund to determine the feasibility of establishing financial organizations in the 4 countries and to investigate the possibility of organizing a proposed inter-American cooperative finance institution.

The cooperative finance institution would draw upon financial and technical support from AID and non-governmental institutions such as U.S. cooperatives.

The survey was recommended last November in Bogota at the Inter-American Conference on Cooperatives.

Mr. Culbreth was among 5 representatives of U.S. cooperatives, credit unions and savings institutions who said the cooperatives could contribute substantially to economic development under the Alliance.

The contribution, they said, would come particularly by providing necessary technical services and credit in areas where agrarian reform provides Latin American farmers with clear titles to newly-opened lands.

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Self-help programs and "seed capital" loans as part of U.S. participation in the Alliance for Progress are stimulating the development of better housing in Latin America.

This is the opinion of Osborne T. Boyd, Chief of AID's Housing Division.

He outlined housing activities of AID in Latin America in a recent address before the Mortgage Bankers Assn. of America, Eastern Conference, in New York.

Boyd said in part:

"In view of the magnitude of the total problem, we have deliberately limited our activities to technical guidance, the organization and initiation of what we call aided self-help housing and "seed capital" loans to stimulate the development of local thrift institutions to finance housing.

"We have resisted the pressures to finance large-scale public housing projects which may have a short-term political impact but make little contribution to the long-term problem."

Boyd said successful programs are in operation in Guatemala, Nicaragua, Colombia and Venezuela, as well as in other parts of the world such as the Rhodesias, Nyasaland, Tunisia and Korea.

He said this type of program is "being introduced" in Peru, Ecuador, Panama, Jamaica and the West Indies.

International Business
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Coming June 18

U.S. Gives Northeast Brazil Stopgap, Long-Range Aid

The U.S. is stepping up its emergency food shipments to drought-stricken Northeast Brazil.

The Food for Peace Program has already distributed 6,000 tons of U.S. corn in the Northeast and 300 tons of dried milk have arrived at Recife, capital of the Northeast State of Pernambuco.

A 4,000 ton bean shipment is being assembled and another 6,000 tons of beans will be dispatched in 2,000-ton 2-week intervals.

President Kennedy has pledged further shipments of corn, wheat, vegetable oils and dried milk as needed and requested.

The government has also indicated to the government of Brazil that the U. S. is willing to organize a food airlift to the Northeast if this should be requested.

Expeditious handling of food shipments to the Northeast is being assured by cooperation between U. S. and Brazilian authorities.

Distribution of the food is being carried out cooperatively by the Federal Government of Brazil, the state governments in the Northeast, the Superintendency for Development of the Northeast (SUDENE), and private U.S. voluntary agencies.

The Brazilian government itself has declared the Northeast an emergency area and provided funds to purchase and distribute food in the stricken region.

Attack Basic Problems

In addition to these emergency measures, the Alliance for Progress and Brazil have committed $276 million to a joint, long-range attack on the deep-seated social and economic problems of Northeast Brazil.

The first project to be undertaken under this overall plan, to which Brazil will contribute $145 million and the U.S. $131 million, is a 3-year classroom-building program in Pernambuco Province.

Adult illiteracy in Pernambuco is estimated at 62%, and only 300,000 out of a school-age population of 670,000 were enrolled in schools during 1961. The plan aims to enroll an additional 200,000 within the next 3 to 4 years.

The project calls for construction of 2,400 elementary classrooms, each seating 40 students and operating on 2 shifts.

It will also provide in-service training for more than 8,000 elementary teachers and adult education instructors, and will familiarize them with modern instructional methods.

The plan contemplates a state-wide Educational Planning Commission and coordination of all state educational activities.

It will furnish 400,000 pieces of educational material for teacher training and classrooms.

The United States has committed $1,000,000 and 200 million cruzeiros generated by U.S. Food for Peace shipments. They will buy supplies and equipment and finance construction of classrooms.

A staff of U.S. technicians, working with Pernambuco state education officials, will develop the program.

The Brazilian contribution will be $565,000 (175,000,000 cruzeiros) for each year of the project. Brazil will also furnish land sites, personnel and other locally-available facilities.

Mexican Railways Get Exim Loan Through Alliance

The Export-Import Bank of Washington has announced a $14.9 million Alliance for Progress loan to Nacional Financiera, S.A., of Mexico to help rehabilitate Mexico's national railway system.

The loan to Financiera, a financial institution of the Mexican Government, will enable National Railways to acquire 64 U.S. diesel electric locomotives and track maintenance machinery.

Maintenance items to be purchased include track scales, auto track cars, ballast sweepers, track jacks, spike pullers, portable grinders, bulldozers, ballast regulators, a drag line and other accessories.

Since 1955, the National Railways of Mexico has concentrated upon a broad program of modernization and rehabilitation with the most marked improvement being the switch to diesel power for its locomotive fleet.

Eximbank has participated in the accelerated program since 1956, having made 7 loans totaling $112.9 million for U.S. equipment to improve Mexico's rail facilities.

The national economy will benefit directly from the loan since the railways are vital to the movement of bulk industrial and agrarian goods.

The loan is to be repaid over a period of 10 years commencing in 1964.

El Salvador Gets Alliance Grant For Classrooms

El Salvador has received a $1,500,000 Alliance for Progress grant as the first installment in a long-term school construction project aimed at providing education for all her children.

The grant, which was made through the Agency for International Development (AID), will be used to build 700 classrooms accommodating 28,000 pupils.

The host government will provide the building sites, teachers and other staff personnel to run the new schools, and local authorities will furnish labor and any locally available building materials.

A recent survey showed more than half a million children between the ages of 6 and 12 in El Salvador, while existing facilities can handle only a little more than 300,000. Population estimates indicate there may be as many as 1 million primary-school-age children by 1980.

Wisconsin To Train Administrators For Developing Nations

A grant agreement has been signed by the University of Wisconsin and the Agency for International Development (AID) to establish a training center at the University for cooperative leaders and administrators of developing nations.

The Board for International Cooperative Training, Inc., which has sponsored the center project, will participate in the training program.

Beginning late this year, the University of Wisconsin will conduct basic courses, seminars, short courses and workshops for participants from countries in which AID has economic and social development programs.

This training will be offered at a new International Cooperative Training Center to be set up in existing University facilities at Madison, Wisconsin.

AID will provide $140,000 for development and operation of the Center for the first year.

Out of this grant, the University will provide $20,000 to the Board for International Cooperative Training to finance their activities, principally selection of participants and general promotion of the training program.

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Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

June

5—Export Seminar. Illinois Committee for Trade Expansion, Hilton Inn, Aurora, Ill. Commerce Speaker: Anthony J. Buchar, Manager, Chicago Field Office.

6—Export Trade Seminar, Hillsdale College, Hillsdale, Mich.

7—World Trade Conference, Portland, Oreg. Sponsor: World Affairs Council of Oregon. Commerce Speaker: Paul E. Pauly, Bureau of International Business Operations.

7—Foreign Credit Insurance Symposium, LaSalle Hotel, Chicago, Ill. Sponsor: Chicago International Trade Club. Commerce Speaker: Anthony J. Buchar, Manager, Chicago Field Office.

7-11—Export Sales Clinic No. 4, American Management Assn., Hotel Astor, New York, N.Y.

8—Export Trade Promotion Conference, Sproul Hall, UCLA Campus, Los Angeles, California. Commerce Speaker: Paul E. Pauly, Bureau of International Business Operations. Sponsors: Los Angeles Chamber of Commerce; U.S. Small Business Administration; U.S. Department of Commerce; University Extension, University of California, Los Angeles.

9-13—National Plant and Food Institute Meeting, White Sulphur Springs, West Virginia. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

12—International Trade Conference, Millikin University, Decatur, Ill. Sponsor: Decatur Assn. of Commerce.

14—Monthly Meeting, Chicago International Trade Club, LaSalle Hotel, Chicago, Ill.

14—Summit Conference, National Paint, Varnish and Lacquer Assn., Statler Hotel, Washington, D.C. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

14—Small Business Administration Counseling Conference, Elgin, Ill. Commerce Speaker: Joseph W. Tucker, Chicago Field Office.

14—Export Trade Seminar, Detroit, Michigan. Sponsor: Greater Detroit Board of Commerce.

14-15—1962 Annual Public Conference, The Patent Trademark and Copyright Foundation of George Washington University, Mayflower Hotel, Washington, D.C.

19-21—Materials Handling Institute Exposition, Cobo Hall, Detroit, Mich.★

20—Export Managers Club luncheon meeting, New Orleans, La. Sponsor: New Orleans Chamber of Commerce; Small Business Administration; Regional Export Expansion Council; International House; Port of New Orleans. Commerce Speaker: Bernard Blankenheimer, Bureau of International Programs.

21—Export Expansion Seminar, American Legion Hall, Philadelphia, Pa. Sponsor: Northeast Philadelphia Chamber of Commerce. Commerce Speakers: Walter Buchdahl, Bureau of International Programs; Patrick P. McCabe, Philadelphia Field Office.

25-26—Foreign Trade Institute, The University of Oklahoma, Norman, Oklahoma. Commerce Speaker: Harry C. Meyers, Manager, Dallas Field Office.

26-28—World Trade Conference, Admiralty Hotel, Norfolk, Virginia. Commerce Speaker: Peter T. Jones, Deputy Asst. Secretary for Trade Policy. Other Commerce participants: E. E. Schnellbacher, Bureau of International Business Operations, Walter Lederer, Office of Business Economics. Sponsors: Mid-Atlantic Industries Assn.; Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

27—Luncheon Meeting, Lancaster Rotary Club, Lancaster, Pa. Commerce Speaker: John A. Moran, Bureau of International Business Operations.

July

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry.★

September

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

October

3-5—National Convention of the Propeller Club of the U.S., Seattle, Washington.

29-31—49th Annual National Foreign Trade Convention, Waldorf Astoria, New York, N.Y. Sponsor: National Foreign Trade Council.

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